

IMI
means
more than
metal

IMI Metal Industries Limited - Birmingham
Specialty products: Heat exchangers, fluid power
General engineering products, Zip fasteners
Refined and wrought metals

FINANCIAL TIMES

No. 27,134

Friday November 26 1976

THE LIBRARY
THE UNIVERSITY OF JORDAN

LONGINES

The World's
Most Honoured
Watch

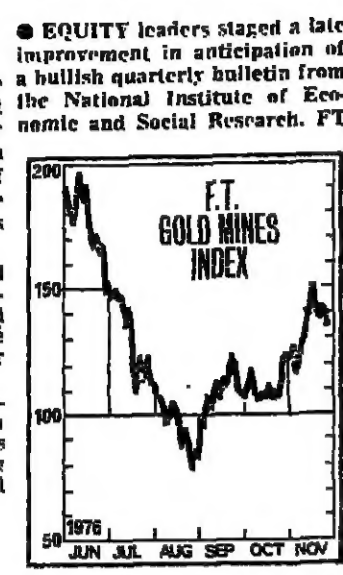


CONTINENTAL SELLING PRICES: AUSTRIA Sch.13; BELGIUM P.22; DENMARK K.3; FRANCE F.2.50; GERMANY DM1.76; ITALY L.49; NETHERLANDS F.1.75; NORWAY K.3; PORTUGAL Esc.17.50; SPAIN Ptas.165; SWEDEN K.2.75; SWITZERLAND S.4.75.

NEWS SUMMARY

General
Miners would 'apple' about
Miners are ready to see if the Government can get the coal industry out of its current predicament, Mr. Len Clarke, moderate president of the National Union of Mineworkers said yesterday.

Business
Equity leaders in late rally
Equity leaders staged a late improvement in anticipation of a bullish quarterly bulletin from the National Institute of Economic and Social Research. FT



EC may cause
EC poll delay
The Government radically lessens its legislative timetable in the unlikely to be ready to take part in the first elections to the European Parliament which are scheduled for June, 1978. This would delay elections throughout the Community. Back Page

Uganda team
seeks talks pause
Members of Mr. Robert Gahungu's delegation, who claim to represent the Ugandan government, are seeking a pause in the talks with the guerrilla leaders. Back Page

Over tremors in
Western Turkey
Over tremors yesterday shook western Turkey as rescue teams tried to find survivors of yesterday's earthquake in which up to 4,000 people are believed to have died. Page 4

Higher fees for
higher education
Over 2m. people attending degree courses at further education colleges, often at employers' expense, face increases in tuition fees in next month as the result of a decision announced by the Education Secretary, Mr. Roy Jenkins, yesterday. Parliament. Page 14

Iran to disarm
Shah's army
Iranian peace-keeping troops in Lebanon are preparing to disarm Iranian forces which have been active in the area since the outbreak of the civil war. The Shah is seeking the removal of Iranian forces from the area. Page 6, Feature. Page 22

Derby County
manager sacked
Mr. Mackay, Derby County manager and his assistant Des Atkinson, were dismissed yesterday. Colin Murphy, reserve team manager, is expected to take over the club. Derby County's relegation from the First Division is expected to be confirmed. Newport County trouble. Page 10

Briefly . . .
Mr. K. Tanaka, former Japanese Prime Minister, is in face of bribery charges arising from the Lockheed scandal in a Tokyo court in January. Page 6
Chairman Wain, in his first public speech since succeeding Sir John Gollan, claimed the purchase of rights from the Communist Party leadership as a 'great historic moment'. Page 6
Mrs. Margaret Thatcher, Conservative leader, was mobbed by supporters when she visited Cambridge to support the Tory candidate for the December 2 by-election. Picture Page 10

Balance of payment surplus next year, Institute forecasts

BY PETER RIDDELL, ECONOMICS CORRESPONDENT

A massive improvement in the current account of the balance of payments into surplus next year and a sharp reduction in the Public Sector Borrowing Requirements on present policies are forecast this morning by the National Institute of Economic and Social Research.

The forecasts in the Institute's \$3.9m. loan Britain is seeking. Consequently, it now appears that Mr. Alan Whitmore and some of his colleagues from the IMF team will still be in London around the middle and end of next week, even though their appraisal work has now been completed. They will be having further talks with the Treasury and the Bank of England.

The Institute argues that on the basis of these forecasts, "there is no case for any net contractionary policy action in 1977 or 1978; rather the contrary. It recognises that some cuts in public expenditure or increases in taxation, or both, will be a necessary condition for obtaining assistance from the International Monetary Fund and guarantees for the sterling loan."

IMF Loan
"If so, it is a price that has to be paid; but it would be on our forecast, unfortunately. The publication of these forecasts, which also project a slow rate of economic growth and a continuing high level of unemployment for the next two years, comes at a particularly delicate stage of the Government's discussions with the IMF."

The Cabinet discussed the IMF loan very briefly at its meeting yesterday and discussions will continue next week on the terms and general shape of the Letter of Intent associated with the loan.

The developing countries seemed to-day to set the scene for a major showdown with the West next month which could have a vital bearing on the future level of world oil prices. They insisted that the planned closing ministerial session of the 27-nation dialogue between the world's rich and poor nations go ahead on schedule here on December 15, despite the fact that the two sides are still far from agreement on all the most important issues dividing them.

ICI sales stable as recovery in chemical industry levels off
BY RHYS DAVID, CHEMICALS CORRESPONDENT
SALES AND PROFITS in the third quarter by Imperial Chemical Industries, Britain's biggest industrial company, were almost the same as in the preceding three months, providing further evidence that the recovery by the world's big chemical producers has reached a plateau.

Total sales came to £1,038m. compared with £1,024m. in the second quarter, but pre-tax profits, at £198m., were marginally less than the £131m. earned in the previous three months. The latest quarterly profits also include a higher provision for exchange rate gains as a result of sterling's devaluation - £33m. against £25m. in April-June.

Capital spending starts to recover

BY PETER RIDDELL

CAPITAL SPENDING by manufacturing industry is improving, although there has been only a very limited recovery so far. Investment by manufacturing industry rose by about 2 per cent between the second and third quarters to £418m. (at 1970 prices, seasonally adjusted), according to provisional Department of Industry estimates published yesterday.

This is the second successive quarterly improvement and spending is now almost 4 per cent above the low point of the first three months of the year. It is still only at the level of the July-September period of 1975.

The Department of Industry also announced yesterday that the volume of manufacturing stocks had shown a small rise in the third quarter following a large fall in the previous three months.

However, in spite of the lowering of overall growth projections, most forecasts suggest a continued recovery in manufacturing investment from its current low level.

In its most recent economic analysis at the end of last month, the sharp rise in interest rates, the Confederation of British Industry forecast a rise of 15 per cent next year. Investment plans which were postponed during the 1974 liquidity crisis have been revived because of the increase in manufacturing output and the need to replace old plant and machinery.

But in spite of the projected recovery, the rate of investment by the end of 1977 is still expected to be below the previous peak level in 1971, and this morning's National Institute Review suggests that spending could remain flat in 1978, because of excess capacity at the end of 1977.

Moreover, the partial recovery in manufacturing spending may be offset by falls in capital investment by the public sector, a drop in housebuilding, and, also possibly, by a decline in spending on North Sea development.

Shore delays decision on Windscale

BY DAVID FISHLICK, SCIENCE EDITOR

MR. PETER SHORE, the Secretary for the Environment, has postponed a decision on British Nuclear Fuels' £300m. re-development plan for the Windscale nuclear factory.

His decision, disclosed in a written Parliamentary answer yesterday, follows strong protests from environmental groups. At the same time, the State-owned company has stressed the importance of the development for its plans to reprocess spent nuclear fuel and has said it is close to signing a re-processing contract with Japan worth about £300m.

Statements from both British Nuclear Fuels and the protesting groups tended to assume that the Minister's decision represented no more than a cautious hesitancy in giving the project the go-ahead.

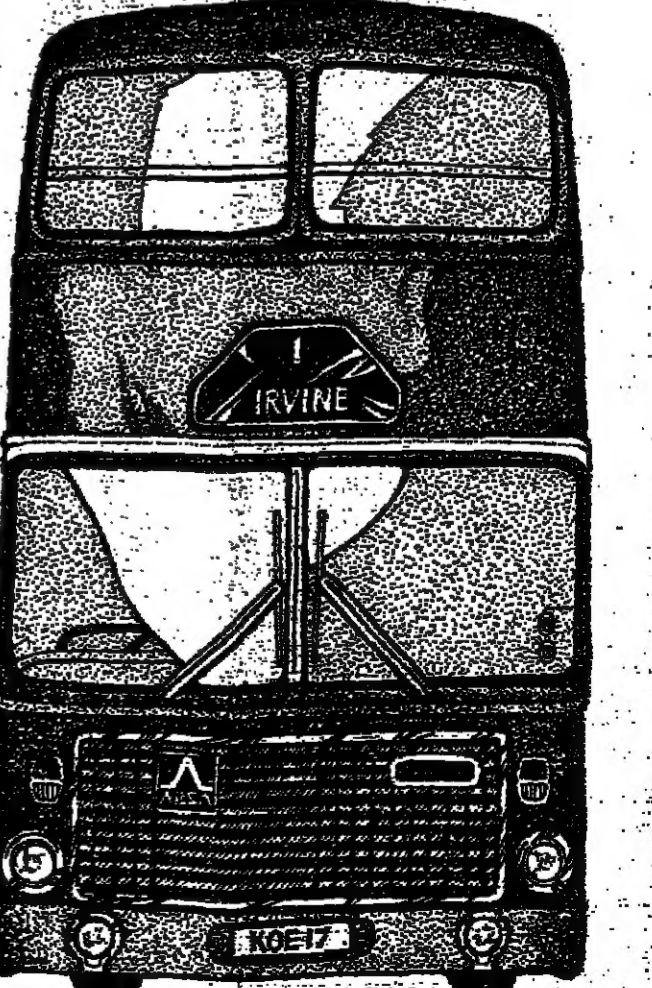
Contracts
Mrs. Avril Orlowsky, secretary of the Lancaster branch of the Life, one of the protesting groups, acknowledged Mr. Shore's statement as "a gleam of hope, but little more." Half-Life and Friends of the Earth would continue to press and merely for a public inquiry, but for a full-scale planning inquiry commission.

British Nuclear Fuels said that Mr. Shore had been under considerable pressures to call in the plans for public inquiry, yet had still not done so.

Mr. Carr Alford, chief executive said yesterday that although disappointed that Mr. Shore was still hesitating, the company was ready and willing to provide any further information required.

If the plans were called in, however, it could prove disastrous for the contract the company was negotiating with such a partner as the Channel.

THIS IS AN ADVERTISING VEHICLE FOR IRVINE NEW TOWN.



Irvine is the head office of Alisa Bus Ltd. It was in Irvine that the original idea for a modern front engine double decker suitable for one-man operation was conceived, the design finalised and a production plant established.

By introducing a new industry and further job opportunities, the Alisa Group has made a valuable contribution to the commercial and social life of Irvine.

Getting rid of costly illusions

BY ANTHONY HARRIS

THE LAST week has seen a notable advance in the cause of economic confusion. First, we have had a large number of reports of the draconian demands being made of Britain by the IMF—hardly, surely, by the IMF—but, secondly, by Mr. Alan Whitton (according to the Washington Post, and a much more plausible story) or the Germans or the OECD. The Government, it is said, must cut its spending, or its borrowing requirement, or its deficit, or its money supply, or its domestic credit expansion, or the balance of payments deficit, or any chosen group from these measures. Since many of these reports are clearly not true, it is not surprising that the difference between them, the fog thickens further.

Massacre

Now, for the benefit of those who still feel they could make sense of the situation, we have the National Institute to obscure whatever might have been vaguely clear. The NIESR forecast of an ESBn borrowing requirement for 1977-1978 is not just substantially different from the Treasury's ESBn forecast, but makes the reported IMF demands look very different. Say the IMF wants an ESBn borrowing requirement of £2.5bn. The Treasury's ESBn forecast is £1.5bn. The NIESR forecast is £1.5bn. The difference is £1.0bn. The NIESR is right, it will be quite easy. Now have the two forecasts drifted so far apart? Looking at the details, one might be surprised that the 1977-1978 forecast for grants to persons, and add another £500m, or so. But the other figures for goods and services and grants abroad took reasonable care to be driven to the conclusion that the bulk of the £2.5bn gap is financial, a matter of debt interest and Government financial lending to the private sector. This leads to a very interesting conclusion—if it is correct, it is able to get from the doom-laden Treasury world to the much happier National Institute world largely by financial measures designed to cut the cost of borrowing. Since this is a question

Burden

Ah, you may say, but will our creditors be impressed with purely financial changes? Well, of course they won't be, entirely. However, so far as they are concerned with purely financial indicators—money supply and DCE—they should not cavil if financial ends are achieved by financial means. An optical illusion? Yes. But then the "borrowing" that can be eliminated by these methods is itself an optical illusion. Yet in terms of financial markets the borrowing is real, and really could vanish painlessly. What would then be left would be the real problems: and notably too high a level of public spending. This is not because public spending is too heavy a burden on the markets; that is partly the result of mismanagement. It is because public spending is too heavy a burden on the taxpayer. It is no good arguing that the German or the American carries an equal burden without complaint; he enjoys a better tax system, but above all he has a much higher real income. We cannot afford American luxuries publicly any more than we can privately. Nor is it any good arguing, like the last White Paper, that present plans provide for a large cut in public spending as a proportion of GNP. That was an illusion created by wishful thinking about the growth of GNP. So if the IMF is being wise—and some of the rumours suggest that it is—it may well demand public economies with insistence on a massive deflation of the whole economy. If financial strains can be relieved by financial means, and real strain by real cuts, there would even be room for a rise in personal incomes and in investment—the kind of recovery that makes some kind of prospective sense. Let us at least hope.

Canadian group in Isle of Man

THE FIRST North American banking institution to be incorporated in the Isle of Man has been formed by The Royal Trust Company of Canada. The new company, which is

RACING BY DOMINIC WIGAN

Frozen Saint and Early Spring

THOSE highly-promising novices, *Early Spring* and *Supreme Halo*, clash in today's two-mile Oxfordshire Chase, which, with *Twilight Spring* and *Lucky Vic*, seems sure to provide a fine spectacle for Newbury racegoers.

Despite the strong claims of *Supreme Halo*, a top class handicap hurdler, who looks certain to make his presence felt over the bigger obstacles, I do not intend opposing *Early Spring*. This handsome and powerfully made bay, owned by Mr. John Rogerson, whose winners in the past have included *Paul Seal* and *Charter Flight*, could hardly have been more impressive when obliging in *Chepstow's* Ron Jones Memorial Chase on his last appearance.

SALE ROOM BY ANTONY THORNCROFT

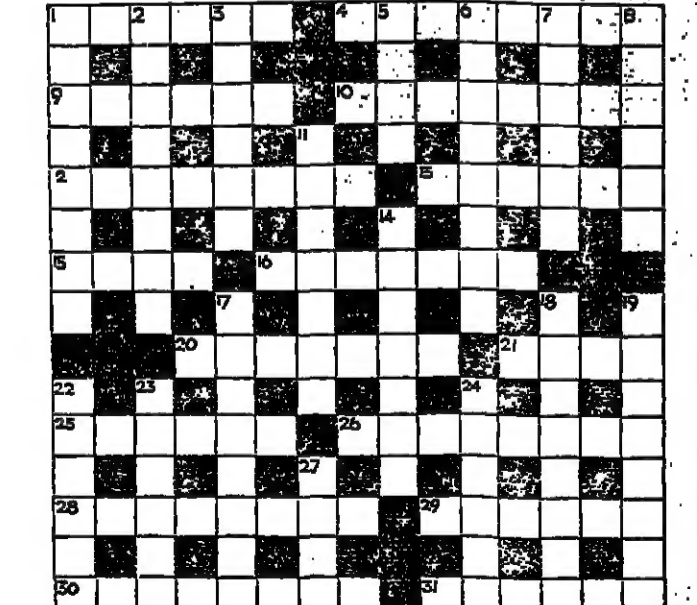
£50,000 for stamp

MR. RENE BERLINGER, a Leichtenstein stamp collector, bought his fourth one penny 1847 "Post Office" Mauritius Gibbons for a record £50,000. There are only two other known of the orange and red stamps known to exist. The Queen has one and most of the others are owned by museums. The sale totalled £189,517 and continues today. At the Sotheby's held its most successful jewel auction ever at Bond Street, raising £402,040. Graff paid £31,000 for an oblong diamond set in a ring and Kautman, a Miami dealer, £50,000 for a diamond necklace. An antique memorial ring of 1725 made for the infant son of the Earl of Oxford who only survived four days, was bought by S. J. Phillips for £28,000. At the Sotheby's musical instrument sale the most highly regarded item, a violin of 1730, made in Cremona by Joseph Guarneri and once the property of Fritz Kreisler, was bought in.

TV Radio

- 9.30 a.m. For Schools, Colleges, 10.45 You and Me, 11.45 For Schools, 12.45 p.m. News, 1.00 Pebble M., 1.45 Teddy Edward, 1.50 Ring-a-Ling, 2.02 For Schools, 3.00 Her Noddy, 3.30 The Sky at Night, 3.53 Regional News (except London), 3.53 Play School, 4.20 It's the Wolf, 4.25 Jackanory, 4.30 Eamonn's Broadcasting Company, 5.10 The Discoverers, 5.40 News, 5.55 Nationwide, 6.45 Sportsweek, 7.00 Holmes and Yoyo.

F.T. CROSSWORD PUZZLE No. 3,244



- ACROSS
- 1 Posing with anger, being a subject of ridicule (6)
- 4 (8)
- 9 Where vehicles may be stopped taking fish before time (6)
- 10 Unexpected income from ripe fruit (8)
- 12 Soft drink upper-class mix with brandy for people (8)
- 13 Has wet eruption to bandage (6)
- 15 Account for Japanese liquor (4)
- 16 Joining soldiers in garrison initially (7)
- 20 The rate must be changed for a scene of operations (7)
- 21 Two gases making one bristle (4)
- 25 Large lender in America (6)
- 27 Willfully disregarding soldier returning with no hand (8)
- 28 Caught with drink. Gin? That's nonsense! (8)
- 29 Support for broken member creating division round the north (8)
- 30 Lovesong could be seen and read differently (8)
- 31 Some French intend to de-grade (8)
- DOWN
- 1 Endorse letters giving directions (6)
- 2 Spell fish? That's one way! (8)
- 3 Give pleasure to soldiers before storm (6)

- 7.00 Ken Dodd's World of Laughter, 7.45 When The Boat Comes In, 8.00 News, 8.15 The Quest, 8.30 The Quest, 8.45 Regional News, 8.55 Regional News, 9.00 Regional News, 9.15 Regional News, 9.30 Regional News, 9.45 Regional News, 10.00 Regional News, 10.15 Regional News, 10.30 Regional News, 10.45 Regional News, 11.00 Regional News, 11.15 Regional News, 11.30 Regional News, 11.45 Regional News, 12.00 Regional News, 12.15 Regional News, 12.30 Regional News, 12.45 Regional News, 1.00 Regional News, 1.15 Regional News, 1.30 Regional News, 1.45 Regional News, 2.00 Regional News, 2.15 Regional News, 2.30 Regional News, 2.45 Regional News, 3.00 Regional News, 3.15 Regional News, 3.30 Regional News, 3.45 Regional News, 4.00 Regional News, 4.15 Regional News, 4.30 Regional News, 4.45 Regional News, 5.00 Regional News, 5.15 Regional News, 5.30 Regional News, 5.45 Regional News, 6.00 Regional News, 6.15 Regional News, 6.30 Regional News, 6.45 Regional News, 7.00 Regional News, 7.15 Regional News, 7.30 Regional News, 7.45 Regional News, 8.00 Regional News, 8.15 Regional News, 8.30 Regional News, 8.45 Regional News, 9.00 Regional News, 9.15 Regional News, 9.30 Regional News, 9.45 Regional News, 10.00 Regional News, 10.15 Regional News, 10.30 Regional News, 10.45 Regional News, 11.00 Regional News, 11.15 Regional News, 11.30 Regional News, 11.45 Regional News, 12.00 Regional News, 12.15 Regional News, 12.30 Regional News, 12.45 Regional News, 1.00 Regional News, 1.15 Regional News, 1.30 Regional News, 1.45 Regional News, 2.00 Regional News, 2.15 Regional News, 2.30 Regional News, 2.45 Regional News, 3.00 Regional News, 3.15 Regional News, 3.30 Regional News, 3.45 Regional News, 4.00 Regional News, 4.15 Regional News, 4.30 Regional News, 4.45 Regional News, 5.00 Regional News, 5.15 Regional News, 5.30 Regional News, 5.45 Regional News, 6.00 Regional News, 6.15 Regional News, 6.30 Regional News, 6.45 Regional News, 7.00 Regional News, 7.15 Regional News, 7.30 Regional News, 7.45 Regional News, 8.00 Regional News, 8.15 Regional News, 8.30 Regional News, 8.45 Regional News, 9.00 Regional News, 9.15 Regional News, 9.30 Regional News, 9.45 Regional News, 10.00 Regional News, 10.15 Regional News, 10.30 Regional News, 10.45 Regional News, 11.00 Regional News, 11.15 Regional News, 11.30 Regional News, 11.45 Regional News, 12.00 Regional News, 12.15 Regional News, 12.30 Regional News, 12.45 Regional News, 1.00 Regional News, 1.15 Regional News, 1.30 Regional News, 1.45 Regional News, 2.00 Regional News, 2.15 Regional News, 2.30 Regional News, 2.45 Regional News, 3.00 Regional News, 3.15 Regional News, 3.30 Regional News, 3.45 Regional News, 4.00 Regional News, 4.15 Regional News, 4.30 Regional News, 4.45 Regional News, 5.00 Regional News, 5.15 Regional News, 5.30 Regional News, 5.45 Regional News, 6.00 Regional News, 6.15 Regional News, 6.30 Regional News, 6.45 Regional News, 7.00 Regional News, 7.15 Regional News, 7.30 Regional News, 7.45 Regional News, 8.00 Regional News, 8.15 Regional News, 8.30 Regional News, 8.45 Regional News, 9.00 Regional News, 9.15 Regional News, 9.30 Regional News, 9.45 Regional News, 10.00 Regional News, 10.15 Regional News, 10.30 Regional News, 10.45 Regional News, 11.00 Regional News, 11.15 Regional News, 11.30 Regional News, 11.45 Regional News, 12.00 Regional News, 12.15 Regional News, 12.30 Regional News, 12.45 Regional News, 1.00 Regional News, 1.15 Regional News, 1.30 Regional News, 1.45 Regional News, 2.00 Regional News, 2.15 Regional News, 2.30 Regional News, 2.45 Regional News, 3.00 Regional News, 3.15 Regional News, 3.30 Regional News, 3.45 Regional News, 4.00 Regional News, 4.15 Regional News, 4.30 Regional News, 4.45 Regional News, 5.00 Regional News, 5.15 Regional News, 5.30 Regional News, 5.45 Regional News, 6.00 Regional News, 6.15 Regional News, 6.30 Regional News, 6.45 Regional News, 7.00 Regional News, 7.15 Regional News, 7.30 Regional News, 7.45 Regional News, 8.00 Regional News, 8.15 Regional News, 8.30 Regional News, 8.45 Regional News, 9.00 Regional News, 9.15 Regional News, 9.30 Regional News, 9.45 Regional News, 10.00 Regional News, 10.15 Regional News, 10.30 Regional News, 10.45 Regional News, 11.00 Regional News, 11.15 Regional News, 11.30 Regional News, 11.45 Regional News, 12.00 Regional News, 12.15 Regional News, 12.30 Regional News, 12.45 Regional News, 1.00 Regional News, 1.15 Regional News, 1.30 Regional News, 1.45 Regional News, 2.00 Regional News, 2.15 Regional News, 2.30 Regional News, 2.45 Regional News, 3.00 Regional News, 3.15 Regional News, 3.30 Regional News, 3.45 Regional News, 4.00 Regional News, 4.15 Regional News, 4.30 Regional News, 4.45 Regional News, 5.00 Regional News, 5.15 Regional News, 5.30 Regional News, 5.45 Regional News, 6.00 Regional News, 6.15 Regional News, 6.30 Regional News, 6.45 Regional News, 7.00 Regional News, 7.15 Regional News, 7.30 Regional News, 7.45 Regional News, 8.00 Regional News, 8.15 Regional News, 8.30 Regional News, 8.45 Regional News, 9.00 Regional News, 9.15 Regional News, 9.30 Regional News, 9.45 Regional News, 10.00 Regional News, 10.15 Regional News, 10.30 Regional News, 10.45 Regional News, 11.00 Regional News, 11.15 Regional News, 11.30 Regional News, 11.45 Regional News, 12.00 Regional News, 12.15 Regional News, 12.30 Regional News, 12.45 Regional News, 1.00 Regional News, 1.15 Regional News, 1.30 Regional News, 1.45 Regional News, 2.00 Regional News, 2.15 Regional News, 2.30 Regional News, 2.45 Regional News, 3.00 Regional News, 3.15 Regional News, 3.30 Regional News, 3.45 Regional News, 4.00 Regional News, 4.15 Regional News, 4.30 Regional News, 4.45 Regional News, 5.00 Regional News, 5.15 Regional News, 5.30 Regional News, 5.45 Regional News, 6.00 Regional News, 6.15 Regional News, 6.30 Regional News, 6.45 Regional News, 7.00 Regional News, 7.15 Regional News, 7.30 Regional News, 7.45 Regional News, 8.00 Regional News, 8.15 Regional News, 8.30 Regional News, 8.45 Regional News, 9.00 Regional News, 9.15 Regional News, 9.30 Regional News, 9.45 Regional News, 10.00 Regional News, 10.15 Regional News, 10.30 Regional News, 10.45 Regional News, 11.00 Regional News, 11.15 Regional News, 11.30 Regional News, 11.45 Regional News, 12.00 Regional News, 12.15 Regional News, 12.30 Regional News, 12.45 Regional News, 1.00 Regional News, 1.15 Regional News, 1.30 Regional News, 1.45 Regional News, 2.00 Regional News, 2.15 Regional News, 2.30 Regional News, 2.45 Regional News, 3.00 Regional News, 3.15 Regional News, 3.30 Regional News, 3.45 Regional News, 4.00 Regional News, 4.15 Regional News, 4.30 Regional News, 4.45 Regional News, 5.00 Regional News, 5.15 Regional News, 5.30 Regional News, 5.45 Regional News, 6.00 Regional News, 6.15 Regional News, 6.30 Regional News, 6.45 Regional News, 7.00 Regional News, 7.15 Regional News, 7.30 Regional News, 7.45 Regional News, 8.00 Regional News, 8.15 Regional News, 8.30 Regional News, 8.45 Regional News, 9.00 Regional News, 9.15 Regional News, 9.30 Regional News, 9.45 Regional News, 10.00 Regional News, 10.15 Regional News, 10.30 Regional News, 10.45 Regional News, 11.00 Regional News, 11.15 Regional News, 11.30 Regional News, 11.45 Regional News, 12.00 Regional News, 12.15 Regional News, 12.30 Regional News, 12.45 Regional News, 1.00 Regional News, 1.15 Regional News, 1.30 Regional News, 1.45 Regional News, 2.00 Regional News, 2.15 Regional News, 2.30 Regional News, 2.45 Regional News, 3.00 Regional News, 3.15 Regional News, 3.30 Regional News, 3.45 Regional News, 4.00 Regional News, 4.15 Regional News, 4.30 Regional News, 4.45 Regional News, 5.00 Regional News, 5.15 Regional News, 5.30 Regional News, 5.45 Regional News, 6.00 Regional News, 6.15 Regional News, 6.30 Regional News, 6.45 Regional News, 7.00 Regional News, 7.15 Regional News, 7.30 Regional News, 7.45 Regional News, 8.00 Regional News, 8.15 Regional News, 8.30 Regional News, 8.45 Regional News, 9.00 Regional News, 9.15 Regional News, 9.30 Regional News, 9.45 Regional News, 10.00 Regional News, 10.15 Regional News, 10.30 Regional News, 10.45 Regional News, 11.00 Regional News, 11.15 Regional News, 11.30 Regional News, 11.45 Regional News, 12.00 Regional News, 12.15 Regional News, 12.30 Regional News, 12.45 Regional News, 1.00 Regional News, 1.15 Regional News, 1.30 Regional News, 1.45 Regional News, 2.00 Regional News, 2.15 Regional News, 2.30 Regional News, 2.45 Regional News, 3.00 Regional News, 3.15 Regional News, 3.30 Regional News, 3.45 Regional News, 4.00 Regional News, 4.15 Regional News, 4.30 Regional News, 4.45 Regional News, 5.00 Regional News, 5.15 Regional News, 5.30 Regional News, 5.45 Regional News, 6.00 Regional News, 6.15 Regional News, 6.30 Regional News, 6.45 Regional News, 7.00 Regional News, 7.15 Regional News, 7.30 Regional News, 7.45 Regional News, 8.00 Regional News, 8.15 Regional News, 8.30 Regional News, 8.45 Regional News, 9.00 Regional News, 9.15 Regional News, 9.30 Regional News, 9.45 Regional News, 10.00 Regional News, 10.15 Regional News, 10.30 Regional News, 10.45 Regional News, 11.00 Regional News, 11.15 Regional News, 11.30 Regional News, 11.45 Regional News, 12.00 Regional News, 12.15 Regional News, 12.30 Regional News, 12.45 Regional News, 1.00 Regional News, 1.15 Regional News, 1.30 Regional News, 1.45 Regional News, 2.00 Regional News, 2.15 Regional News, 2.30 Regional News, 2.45 Regional News, 3.00 Regional News, 3.15 Regional News, 3.30 Regional News, 3.45 Regional News, 4.00 Regional News, 4.15 Regional News, 4.30 Regional News, 4.45 Regional News, 5.00 Regional News, 5.15 Regional News, 5.30 Regional News, 5.45 Regional News, 6.00 Regional News, 6.15 Regional News, 6.30 Regional News, 6.45 Regional News, 7.00 Regional News, 7.15 Regional News, 7.30 Regional News, 7.45 Regional News, 8.00 Regional News, 8.15 Regional News, 8.30 Regional News, 8.45 Regional News, 9.00 Regional News, 9.15 Regional News, 9.30 Regional News, 9.45 Regional News, 10.00 Regional News, 10.15 Regional News, 10.30 Regional News, 10.45 Regional News, 11.00 Regional News, 11.15 Regional News, 11.30 Regional News, 11.45 Regional News, 12.00 Regional News, 12.15 Regional News, 12.30 Regional News, 12.45 Regional News, 1.00 Regional News, 1.15 Regional News, 1.30 Regional News, 1.45 Regional News, 2.00 Regional News, 2.15 Regional News, 2.30 Regional News, 2.45 Regional News, 3.00 Regional News, 3.15 Regional News, 3.30 Regional News, 3.45 Regional News, 4.00 Regional News, 4.15 Regional News, 4.30 Regional News, 4.45 Regional News, 5.00 Regional News, 5.15 Regional News, 5.30 Regional News, 5.45 Regional News, 6.00 Regional News, 6.15 Regional News, 6.30 Regional News, 6.45 Regional News, 7.00 Regional News, 7.15 Regional News, 7.30 Regional News, 7.45 Regional News, 8.00 Regional News, 8.15 Regional News, 8.30 Regional News, 8.45 Regional News, 9.00 Regional News, 9.15 Regional News, 9.30 Regional News, 9.45 Regional News, 10.00 Regional News, 10.15 Regional News, 10.30 Regional News, 10.45 Regional News, 11.00 Regional News, 11.15 Regional News, 11.30 Regional News, 11.45 Regional News, 12.00 Regional News, 12.15 Regional News, 12.30 Regional News, 12.45 Regional News, 1.00 Regional News, 1.15 Regional News, 1.30 Regional News, 1.45 Regional News, 2.00 Regional News, 2.15 Regional News, 2.30 Regional News, 2.45 Regional News, 3.00 Regional News, 3.15 Regional News, 3.30 Regional News, 3.45 Regional News, 4.00 Regional News, 4.15 Regional News, 4.30 Regional News, 4.45 Regional News, 5.00 Regional News, 5.15 Regional News, 5.30 Regional News, 5.45 Regional News, 6.00 Regional News, 6.15 Regional News, 6.30 Regional News, 6.45 Regional News, 7.00 Regional News, 7.15 Regional News, 7.30 Regional News, 7.45 Regional News, 8.00 Regional News, 8.15 Regional News, 8.30 Regional News, 8.45 Regional News, 9.00 Regional News, 9.15 Regional News, 9.30 Regional News, 9.45 Regional News, 10.00 Regional News, 10.15 Regional News, 10.30 Regional News, 10.45 Regional News, 11.00 Regional News, 11.15 Regional News, 11.30 Regional News, 11.45 Regional News, 12.00 Regional News, 12.15 Regional News, 12.30 Regional News, 12.45 Regional News, 1.00 Regional News, 1.15 Regional News, 1.30 Regional News, 1.45 Regional News, 2.00 Regional News, 2.15 Regional News, 2.30 Regional News, 2.45 Regional News, 3.00 Regional News, 3.15 Regional News, 3.30 Regional News, 3.45 Regional News, 4.00 Regional News, 4.15 Regional News, 4.30 Regional News, 4.45 Regional News, 5.00 Regional News, 5.15 Regional News, 5.30 Regional News, 5.45 Regional News, 6.00 Regional News, 6.15 Regional News, 6.30 Regional News, 6.45 Regional News, 7.00 Regional News, 7.15 Regional News, 7.30 Regional News, 7.45 Regional News, 8.00 Regional News, 8.15 Regional News, 8.30 Regional News, 8.45 Regional News, 9.00 Regional News, 9.15 Regional News, 9.30 Regional News, 9.45 Regional News, 10.00 Regional News, 10.15 Regional News, 10.30 Regional News, 10.45 Regional News, 11.00 Regional News, 11.15 Regional News, 11.30 Regional News, 11.45 Regional News, 12.00 Regional News, 12.15 Regional News, 12.30 Regional News, 12.45 Regional News, 1.00 Regional News, 1.15 Regional News, 1.30 Regional News, 1.45 Regional News, 2.00 Regional News, 2.15 Regional News, 2.30 Regional News, 2.45 Regional News, 3.00 Regional News, 3.15 Regional News, 3.30 Regional News, 3.45 Regional News, 4.00 Regional News, 4.15 Regional News, 4.30 Regional News, 4.45 Regional News, 5.00 Regional News, 5.15 Regional News, 5.30 Regional News, 5.45 Regional News, 6.00 Regional News, 6.15 Regional News, 6.30 Regional News, 6.45 Regional News, 7.00 Regional News, 7.15 Regional News, 7.30 Regional News, 7.45 Regional News, 8.00 Regional News, 8.15 Regional News, 8.30 Regional News, 8.45 Regional News, 9.00 Regional News, 9.15 Regional News, 9.30 Regional News, 9.45 Regional News, 10.00 Regional News, 10.15 Regional News, 10.30 Regional News, 10.45 Regional News, 11.00 Regional News, 11.15 Regional News, 11.30 Regional News, 11.45 Regional News, 12.00 Regional News, 12.15 Regional News, 12.30 Regional News, 12.45 Regional News, 1.00 Regional News, 1.15 Regional News, 1.30 Regional News, 1.45 Regional News, 2.00 Regional News, 2.15 Regional News, 2.30 Regional News, 2.45 Regional News, 3.00 Regional News, 3.15 Regional News, 3.30 Regional News, 3.45 Regional News, 4.00 Regional News, 4.15 Regional News, 4.30 Regional News, 4.45 Regional News, 5.00 Regional News, 5.15 Regional News, 5.30 Regional News, 5.45 Regional News, 6.00 Regional News, 6.15 Regional News, 6.30 Regional News, 6.45 Regional News, 7.00 Regional News, 7.15 Regional News, 7.30 Regional News, 7.45 Regional News, 8.00 Regional News, 8.15 Regional News, 8.30 Regional News, 8.45 Regional News, 9.00 Regional News, 9.15 Regional News, 9.30 Regional News, 9.45 Regional News, 10.00 Regional News, 10.15 Regional News, 10.30 Regional News, 10.45 Regional News, 11.00 Regional News, 11.15 Regional News, 11.30 Regional News, 11.45 Regional News, 12.00 Regional News, 12.15 Regional News, 12.30 Regional News, 12.45 Regional News, 1.00 Regional News, 1.15 Regional News, 1.30 Regional News, 1.45 Regional News, 2.00 Regional News, 2.15 Regional News, 2.30 Regional News, 2.45 Regional News, 3.00 Regional News, 3.15 Regional News, 3.30 Regional News, 3.45 Regional News, 4.00 Regional News, 4.15 Regional News, 4.30 Regional News, 4.45 Regional News, 5.00 Regional News, 5.15 Regional News, 5.30 Regional News, 5.45 Regional News, 6.00 Regional News, 6.15 Regional News, 6.30 Regional News, 6.45 Regional News, 7.00 Regional News, 7.15 Regional News, 7.30 Regional News, 7.45 Regional News, 8.00 Regional News, 8.15 Regional News, 8.30 Regional News, 8.45 Regional News, 9.00 Regional News, 9.15 Regional News, 9.30 Regional News, 9.45 Regional News, 10.00 Regional News, 10.15 Regional News, 10.30 Regional News, 10.45 Regional News, 11.00 Regional News, 11.15 Regional News, 11.30 Regional News, 11.45 Regional News, 12.00 Regional News, 12.15 Regional News, 12.30 Regional News, 12.45 Regional News, 1.00 Regional News, 1.15 Regional News, 1.30 Regional News, 1.45 Regional News, 2.00 Regional News, 2.15 Regional News, 2.30 Regional News, 2.45 Regional News, 3.00 Regional News, 3.15 Regional News, 3.30 Regional News, 3.45 Regional News, 4.00 Regional News, 4.15 Regional News, 4.30 Regional News, 4.45 Regional News, 5.00 Regional News, 5.15 Regional News, 5.30 Regional News, 5.45 Regional News, 6.00 Regional News, 6.15 Regional News, 6.30 Regional News, 6.45 Regional News, 7.00 Regional News, 7.15 Regional News, 7.30 Regional News, 7.45 Regional News, 8.00 Regional News, 8.15 Regional News, 8.30 Regional News, 8.45 Regional News, 9.00 Regional News, 9.15 Regional News, 9.30 Regional News, 9.45 Regional News, 10.00 Regional News, 10.15 Regional News, 10.30 Regional News, 10.45 Regional News, 11.00 Regional News, 11.15 Regional News, 11.30 Regional News, 11.45 Regional News, 12.00 Regional News, 12.15 Regional News, 12.30 Regional News, 12.45 Regional News, 1.00 Regional News, 1.15 Regional News, 1.30 Regional News, 1.45 Regional News, 2.00 Regional News, 2.15 Regional News, 2.30 Regional News, 2.45 Regional News, 3.00 Regional News, 3.15 Regional News, 3.30 Regional News, 3.45 Regional News, 4.00 Regional News, 4.15 Regional News, 4.30 Regional News, 4.45 Regional News, 5.00 Regional News, 5.15 Regional News, 5.30 Regional News, 5.45 Regional News, 6.00 Regional News, 6.15 Regional News, 6.30 Regional News, 6.45 Regional News, 7.00 Regional News, 7.15 Regional News, 7.30 Regional News, 7.45 Regional News, 8.00 Regional News, 8.15 Regional News, 8.30 Regional News, 8.45 Regional News, 9.00 Regional News, 9.15 Regional News, 9.30 Regional News, 9.45 Regional News, 10.00 Regional News, 10.15 Regional News, 10.30 Regional News, 10.45 Regional News, 11.00 Regional News, 11.15 Regional News, 11.30 Regional News, 11.45 Regional News, 12.00 Regional News, 12.15 Regional News, 12.30 Regional News, 12.45 Regional News, 1.00 Regional News, 1.15 Regional News, 1.30 Regional News, 1.45 Regional News, 2.00 Regional News, 2.15 Regional News, 2.30 Regional News, 2.45 Regional News, 3.00 Regional News, 3.15 Regional News, 3.30 Regional News, 3.45 Regional News, 4.00 Regional News, 4.15 Regional News, 4.30 Regional News, 4.45 Regional News, 5.00 Regional News, 5.15 Regional News, 5.30 Regional News, 5.45 Regional News, 6.00 Regional News, 6.15 Regional News, 6.30 Regional News, 6.45 Regional News, 7.00 Regional News, 7.15 Regional News, 7.30 Regional News, 7.45 Regional News, 8.00 Regional News, 8.15 Regional News, 8.30 Regional News, 8.45 Regional News, 9.00 Regional News, 9.15 Regional News, 9.30 Regional News, 9.45 Regional News, 10.00 Regional News, 10.15 Regional News, 10.30 Regional News, 10.45 Regional News, 11.00 Regional News, 11.15 Regional News, 11.30 Regional News, 11.45 Regional News, 12.00 Regional News, 12.15 Regional News, 12.30 Regional News, 12.45 Regional News, 1.00 Regional News, 1.15 Regional News, 1.30 Regional News, 1.45 Regional News, 2.00 Regional News, 2.15 Regional News, 2.30 Regional News, 2.45 Regional News, 3.00 Regional News, 3.15 Regional News, 3.30 Regional News, 3.45 Regional News, 4.00 Regional News, 4.15 Regional News, 4.30 Regional News, 4.45 Regional News, 5.00 Regional News, 5.15 Regional News, 5.30 Regional News, 5.45 Regional News, 6.00 Regional News, 6.15 Regional News, 6.30 Regional News, 6.45 Regional News, 7.00 Regional News, 7.15 Regional News, 7.30 Regional News, 7.45 Regional News, 8.00 Regional News, 8.15 Regional News, 8.30 Regional News, 8.45 Regional News, 9.00 Regional News, 9.15 Regional News, 9.30 Regional News, 9.45 Regional News, 10.00 Regional News, 10.15 Regional News, 10.30 Regional News, 10.45 Regional News, 11.00 Regional News, 11.15 Regional News, 11.30 Regional News, 11.45 Regional News, 12.00 Regional News, 12.15 Regional News, 12.30 Regional News, 12.45 Regional News, 1.00 Regional News, 1.15 Regional News, 1.30 Regional News, 1.45 Regional News, 2.00 Regional News, 2.15 Regional News, 2.30 Regional News, 2.45 Regional News, 3.00 Regional News, 3.15 Regional News, 3.30 Regional News, 3.45 Regional News, 4.00 Regional News, 4.15 Regional News, 4.30 Regional News, 4.45 Regional News, 5.00 Regional News, 5.15 Regional News, 5.30 Regional News, 5.45 Regional News, 6.00 Regional News, 6.15 Regional News, 6.30 Regional News, 6.45 Regional News, 7.00 Regional News, 7.15 Regional News, 7.30 Regional News, 7.45 Regional News, 8.00 Regional News, 8.15 Regional News, 8.30 Regional News, 8.45 Regional News, 9.00 Regional News, 9.15 Regional News, 9.30 Regional News, 9.45 Regional News, 10.00 Regional News, 10.15 Regional News, 10.30 Regional News, 10.45 Regional News, 11.00 Regional News, 11.15 Regional News, 11.30 Regional News, 11.45 Regional News, 12.00 Regional News, 12.15 Regional News, 12.30 Regional News, 12.45 Regional News, 1.00 Regional News, 1.15 Regional News, 1.30 Regional News, 1.45 Regional News, 2.00 Regional News, 2.15 Regional News, 2.30 Regional News, 2.45 Regional News, 3.00 Regional News, 3.15 Regional News, 3.30 Regional News, 3.45 Regional News, 4.00 Regional News, 4.15 Regional News, 4.30 Regional News, 4.45 Regional News, 5.00 Regional News, 5.15 Regional News, 5.30 Regional News, 5.45 Regional News, 6.00 Regional News, 6.15 Regional News, 6.30 Regional News, 6.45 Regional News, 7.00 Regional News, 7.15 Regional News, 7.30 Regional News, 7.45 Regional News, 8.00 Regional News, 8.15 Regional News, 8.30 Regional News, 8.45 Regional News, 9.00 Regional News, 9.15 Regional News, 9.30 Regional News, 9.45 Regional News, 10.00 Regional News, 10.15 Regional News, 10.30 Regional News, 10.45 Regional News, 11.00 Regional News, 11.15 Regional News, 11.30 Regional News, 11.45 Regional News, 12.00 Regional News, 12.15 Regional News, 12.30 Regional News, 12.45 Regional News, 1.00 Regional News, 1.15 Regional News, 1.30 Regional News, 1.45 Regional News, 2.00 Regional News, 2.15 Regional News, 2.30 Regional News, 2.45 Regional News, 3.00 Regional News, 3.15 Regional News, 3.30 Regional News, 3.45 Regional News, 4.00 Regional News, 4.15 Regional News, 4.30 Regional News, 4.45 Regional News, 5.00 Regional News, 5.15 Regional News, 5.30 Regional News, 5.45 Regional News, 6.00 Regional News, 6.15 Regional News, 6.30 Regional News, 6.45 Regional News, 7.00 Regional News, 7.15 Regional News, 7.30 Regional News, 7.45 Regional News, 8.00 Regional News, 8.15 Regional News, 8.30 Regional News, 8.45 Regional News, 9.00 Regional News, 9.15 Regional News, 9.30 Regional News, 9.45 Regional News, 10.00 Regional News, 10.15 Regional News, 10.30 Regional News, 10.45 Regional News, 11.00 Regional News, 11.15 Regional News, 11.30 Regional News, 11.45 Regional News, 12.00 Regional News, 12.15 Regional News, 12.30 Regional News, 12.45 Regional News, 1.00 Regional News, 1.15 Regional News, 1.30 Regional News, 1.45 Regional News, 2.00 Regional News, 2.15 Regional News, 2.30 Regional News, 2.45 Regional News, 3.00 Regional News, 3.15 Regional News, 3.30 Regional News, 3.45 Regional News, 4.00 Regional News, 4.15 Regional News, 4.30 Regional News, 4.45 Regional News, 5.00 Regional News, 5.15 Regional News, 5.30 Regional News, 5.45 Regional News, 6.00 Regional News, 6.15 Regional News, 6.30 Regional News, 6.45 Regional News, 7.00 Regional News, 7.15 Regional News, 7.30 Regional News, 7.45 Regional News, 8.00 Regional News, 8.15 Regional News, 8.30 Regional News, 8.45 Regional News, 9.00 Regional News, 9.15 Regional News, 9.30 Regional News, 9.45 Regional News, 10.00 Regional News, 10.15 Regional News, 10.30 Regional News, 10.45 Regional News, 11.00 Regional News, 11.15 Regional News, 11.30 Regional News, 11.45 Regional News, 12.00 Regional News, 12.15 Regional News, 12.30 Regional News, 12.45 Regional News, 1.00 Regional News, 1.15 Regional News, 1.30 Regional News, 1.45 Regional News, 2.00 Regional News, 2.15 Regional News,

Loneliness of the Long-distance Ski-jumper

by NIGEL ANDREWS

of Woodcarver
d Wild Game
Pullman and
East Finchley
... For Now
square Theatre
is Where Man
Film Festival

of God, and
Kasper Hauser
er Herzog to
and showed
the most start-
alents working
inema to-day.
blatant and
of subjects;
erog's images
ar than to have
into symbolic
ist's brain, to
formed and
gination. Inter-
og's work is
to a simple
meaning from
etemes is with
al compatriot
s best films
added, elusive
eam.

des, whether
or or illiterate
ets drift in a
society. The
Woodcarver
nute film about
jumper Walter
arver by trade,
s roles both as
sman the same
ative, energy-
ind the same
t in the taking
er Steiner is a
in the way that
a novel about
suits described
metitiously—
and visible ex-
ward and
No one but
ave assembled
ings that form
sling footage,
a his workshop,
nike-in-hand to
one of these
most TV com-
turned them
mystical medita-
ce of ecstasy.
dner's fortunes
umpship at
ia. He breaks a
e almost in a
eak: his neck.
er the context,
wer beside the
amera stands at
f the jumpers.
e first part
rom below, the
—and produces
ot bewitching
ge I have ever
per's airborne
e that against
nd ruffling his
e, distant noise
e, set features;
unge forward,
d bird of prey
course for its

is by Steiner,
e camera, one
poetic epigu-
the film right
and into mis-
he skier tells
he once reared
ly to see it one
by its envious

fellows. (Steiner devotes much
energy earlier in the film to
cataloguing the dangers and com-
petitive severity of modern
skiing.) In the second soliloquy,
Steiner speaks of his need "to
be all alone in the world...
Myself, naked on a high rock,
no storm, no snow, no banks, no
money, no time, no breath—then
at least I wouldn't be afraid."

The other half of the Paris
Pullman's excellent all-German
double bill is Fassbinder's *Wild
Game*, another meditation on
freedom and defiance, albeit one
anchored to a more precise
social context and enshrined in
a typical Fassbinder essay on the
way community indignation and
hysteria escalate around the
non-conformist.

More than most films by the
German director, this one
delights in—or suffers from—
according to taste—an almost
marionette primitivism of style.
The minor characters are moved
around the screen with a quaint,
jerkily woodenness; called upon
to deliver in ever more plaintive
monosyllables their self-ridicun-
g ideas of Life, Love and
Morals. One feels here, as one
has sometimes felt before in
Fassbinder's films, that if one
snipped the air above his
characters' heads they would fall
in a heap like unstrung pup-
pets.

Where Fassbinder's four-wif-
style works is in the mis-
chievously deadpan way in which
he deflates social pretensions and
hypocrisy. The film's heroine is



Harry Baer and Eva Mattes in 'Wild Game'

a buxom, precocious 14-year-old
(Eva Mattes) who drifts into an
affair with a 19-year-old boy
(Harry Baer). A work colleague
of the latter betrays him to the
police, and the boy is hauled off
to prison for nine months for
"seducing a minor." On his
release, the boy and girl continue
their affair, until the growing
fury of the girl's father brings
about a violent climax.

The early scenes between the
girl's parents, set in a domestic
jungle of china ducks and gift-

shop crucifixes, are master
classes in moral chop-logic: one
partner trying to outbid the
other in self-righteousness,
hypocrisy and uncomprehending
petulance.

The love affair is less effec-
tively drawn. Seen disen-
chantingly from the beginning as
hardly more than the scratching
of an adolescent itch, its sudden,
impassioned benevolence after the
boy's release from prison is
unconvincing. And the repre-
sentative ordinariness of Fass-
binder's young couple—the
plump, dim-witted class girl
and the boy with his leather
jacket and shiny new motor-
bike—is crucially betrayed by
the film's climactic plunge into
crime passionnel. For once, the
two opposing strengths of Fass-
binder—realism and melodrama—
remain locked in stubborn

conflict: and the film's per-
vasive, individually often im-
pressive, never quite add up to a
persuasive whole.
I Will... I Will... For Now
is an American comedy almost
as palmed and incoherent as its
title. Elliott Gould and Diane
Keaton play a divorced couple
who, reunited some time after
the break-up of their ten-year
marriage, decide to give their
relationship another try. With
the help of a lawyer friend (Paul
Sorvino) they draw up a contract
which binds them together for
six months—with options for re-
newal—and buttresses their
partnership with small print.
Soon, however, all their old
problems are recurring, not least
the irresistible force of
Gould's libido meets the immov-
able object of Miss Keaton's bed-
time headaches, and the contract
is threatened with a speedy ex-
tinction. As a last resort, they
take off to a California sex
clinic, where the movie splitters
into top gear for a slapstick
finale.

The film is a disaster; and
worse, a disaster that lasts a
full, feeling 103 minutes. Caught
in the crossfire between the
film's attempts at comedy of
titillation and the coy propriety
with which it steers its story
towards a happy-end, the film
finale, the actors understandably
spend most of the film looking
shell-shocked and casting envious
glances at the exit doors. In-
deed, with its relentless incom-
ing and outgoing, its pose-
striking one-liners and its

with an unerring knack of
clarifying texture (the start of
Act 3, with its busy counter-
point, was particularly sharp
and lively), supporting the
singers and pacing the acts with
easy, sure mastery. Sophie, new
to London, is John Robert
Barstow, a pretty, frail, and in-
finitely touching, who might
have stepped off a Fragonard
painting. Josephine Barstow
repeats her handsome Octavian
—though all the singers, her
words are least clear, her
manners most touched with
"operative" artifice. Dennis
Wicks is the firm, unexaggerated,
not specially imaginative Ochs.
In its deft, highly humorous
sketches of smaller parts, and
its graceful, never too intrusive
examination of the important
relationships, the John Copley
production scores its particular
success—and in an opera so full
of potentially queasy and dis-
likeable undertones as *Der
Rosenkavalier*, deftness and
grace cannot be overpraised.

This revival is graced above
all by the Marischallin of Ava
June, a performance of high dis-
tinction. In an opera where an
elegant distinction is a crucial
requirement of its principals,
Miss June's clear, and eloquently
simple singing of the text works
wonders—out of her fusion of
note, syllable, and emotional
colouration, there shines an
illumination of phrase after
phrase, touching the lines with
subtlety and richness of under-
standing. Much else combines to
distinguish the performance: a
softness of gesture; a rare com-
eliness of bearing; tempering
natural sensuousness with dig-
nity; a nice judgment of the
point at which the character's
predicament becomes maudlin
and distasteful, and an equally
nice ability to keep well within
it. The voice on Wednesday was
not always ideally full or steady
of tone, yet it managed to sug-
gest great beauty.
Much else is good in this
revival. Mark Elder conducts.

**Ballet International
cuts South African tour**
Ballet International, which has
recently returned from a South
African tour under the auspices
of the Performing Arts Council
of the Orange Free State, has
decided to suspend all future
plans for touring in South
Africa. A second tour proposed
by the same sponsors for March,
1977, will be postponed by a
mutual agreement, until cir-

umstances are "more generally
favourable" for tours of this
nature.
The company emphasises that
no other part of its work is
affected. Its first tour of the
regions in the U.K. begins in
Bournemouth on December 6,
with a production of *The Nut-
cracker*.

Booker Prize for David Storey
The eighth \$5,000 Booker Prize
for Fiction, Britain's most valu-
able fiction award, has been won
by David Storey for his novel
Saville (Jonathan Cape, £4.50).
This announcement was made by
Francis King, on behalf of
Walter Allen, chairman of the
judges, who is unwell. The
award was presented at a dinner
at Claridge's on Wednesday to
celebrate the event. The winner
received a cheque for £5,000 and
the Booker Trophy.
Sixty-six novels were con-

sidered by the judges: Walter
Allen, Francis King and Lady
Wilson. They released their
shortlist of contenders earlier
this month: Andre Brink, *An
Instant in the Wind* (W. H.
Allen); R. C. Hutchinson, *Rising
(Michael Joseph); Brian Moore,
The Doctor's Wife* (Jonathan
Cape); Julian Rathbone, *King
Fisher Lines* (Michael Joseph);
David Storey, *Saville* (Jonathan
Cape); and William Trevor, *The
Children of Dynmouth* (Bodley
Head).

Rome opera

Rossini by WILLIAM WEAVER

Many years ago, perhaps 20, at
the Teatro delle Arti in Rome,
an enterprising company of
young singers gave several
seasons of little Italian comic
operas, those one-act farse that,
in the early 18th century, were
the bread-and-butter repertory
of travelling troupes of less than
first-category performers. The
work performed at the Arti—
many of them brand new in the
Roman audience—included
pieces like Donizetti's *Belly* and
Il compendio, and of course lots
of early Rossini: *La cambiale di
marinonimo*, I remember, and *La
scala di seta*. Then that company
dissolved, and those works pretty
much faded again from the rep-
ertory. Rome does not have a
chamber opera house, so Piccola
scala like Milan or Teatro di
corte like Naples; and those little
farse would be lost in the large-
scaled Teatro dell'Opera.

To tell the truth, the Teatro
Olimpico—a sometime cinema—
is not ideal, either for chamber
opera. But the Accademia Filar-
monica Romana, which presents
an intelligently-selected series of
concerts there each year, also
includes in its annual pro-
grammes at least one opera. In
recent years its selections have
ranged from Peri's *Euridice* to
Blink's *Mozart and Salieri*.
This year its choice fell, happily,
on Rossini's *La scala di seta*, a
piece which, until this instance,
had not been heard here for
some time, perhaps since those

performances in the late '40's.
Actually, as given at the
Olimpico, the piece has never
been heard in Rome before,
because this was a new, critical
edition by the conductor-scholar
Herbert Handt, sponsored by
the Rossini Foundation of
Pesaro. In the course of his
investigations of manuscript
scores (there is no autograph),
Handt came upon a second Over-
ture, apparently written for some
production after the Venice
premiere of 1812. Dividing the
opera into two short acts, Handt
placed this second—charming—
Overture at the beginning of Act
2. Aside from creating a place
for the "new" Overture, this di-
vision worked well musically,
because the second half of the
opera has a different quality
from the first, more musical
(the prominent woodwind solos
are indicative), more wistful,
despite its comic base.

The Polish Chamber Orchestra—
whose forces are just the right
size for this kind of piece—did
a good job (I especially admired
the oboe and the clarinet) under
Handt's knowledgeable and ele-
gant guidance. In the cast, the
soprano Carmen Lavani was out-
standing as Giulia, the secretly
married heroine (the libretto is
very much like that of *Il barbiere
di Siviglia*, but with none of
Rossini's *La scala di seta*, a
piece which, until this instance,
had not been heard here for
some time, perhaps since those

band was the tenor Ernesto
Palacio, not quite so refined an
artist, but youthful and ardent
and accurate. The other im-
portant role is that of the foolish
manservant Germano. Here the
bass Enrico Fissore allowed his
acting to interfere with his sing-
ing, which was not always
accurate in intonation and some-
times disagreed with Handt's
well-chosen tempos.
The rest of the cast was more
than adequately strong: Cetina
Cadeo, an appealing soprano,
was the other girl, in this case
the heroine's cousin, who gets
the official suit in the end.
This suitor was the experienced
bass Robert Amis El Hage. The
tenor Angelo Marchiandi
appeared in the brief role of the
girl's silly guardian.
Mino Maccari, the well-known
Italian painter and caricaturist,
created the sets and costumes:
simple and colourful, but not
aggressive. The musicologist and
writer Bruno Cagli, turned pro-
ducer for the occasion, devised
a welcome, straightforward
staging.
Though the opera's eight
numbers are charming (and
several—notably Giulia's haun-
ting arias—are more than that),
the libretto is sub-standard farse
routine. Cagli, wisely, did not
try to give the text a value it
does not have. The characters
came in, sang their music, and
went off again. The focus was
firmly on Rossini, and he came
off very well indeed.

Festival Hall

Boulez by DOMINIC GILL

A splendid BBC Symphony
Orchestra programme on Wed-
nesday 3, spanning in grand
Boulez manner the 20th
century in France from
1909 to the present day, and
rather uncomfortably divided
(at least for those of us in the
hall, twice moved in quick suc-
cession from seats to bar, and
back to seats again) into two
short parts, and one long part,
with two intervals.

The scheme worked backwards,
beginning with Boulez's own
Rituel: in Memoriam Maderna,
played for the first time in the
same hall last year. This odd,
sustained orchestral essay once
again conjured, at second hear-
ing, in a way that no other
Boulez work seems to conjure,
a multitude of references, echoes
of other music faintly perceived:
a swirl of strings and woodwind,
like the swirl of instruments
heard through the pink veil of
Stockhausen's *Trans*; a sudden
priestly cadence of Messiaen;
delicate bubbles of Italianate
texture, quickly punctured. And
many insinuating moments: the
dying-ember tones of gongs,
woodblocks, and dark-mooded
strings; nervous riffs of scraped
and shaken percussion; the
sudden shriek in pain of brass
and clarinet.

The second part of the pro-
gramme was devoted to two
short orchestral song-cycles by
Debussy and Ravel: Debussy's
lovely *Trois ballades de François
Villon*, purest Debussy, however
with—hardly echoes—brief,
sickening visions of Wagner;
and Ravel's set of three Quixote
songs, dating from 1922, Don

Quichotte & Dulcinée—the last
act of a life which ended, as
it had begun, inspired, by
Spanish rhythms and themes.
Both were sung by John Shirley-
Quirk, in even, ripe-fruited voice,
and by Boulez deftly and affec-
tionately accompanied.
The programme ended with an
account of the complete ballet-

Oxford Playhouse

The Duchess of Malfi

by GARRY O'CONNOR

Doug Lucie's *OUDES* produc-
tion starts with a writhing group
of youthful shapes, wearing
army and silky blue or green
waistcoats like snakes twining
in a pit at the bottom of a shiny
metal ladder. Striking images
and sounds abound: corrugated
metal reponating with the cries
of the mad and damned; gaunt,
pale faces and crows; hasty
cheeks drenched with rouge, eerily
pools of light with soft-footed
villains gliding in and out.
But it is not only aimed at
chilling and grotesque sensation;
the verse is carefully phrased
and often cunningly thought out
from De Witt's first loyalty to
the state of Ferdinand's house-
hold. Duke Ferdinand, a gaunt
and wiry pervers, as played by
Oliver Cleaver, floats through
his evil design on his twin sister
as if in a ballet. Bosola, hardly
more rational, or Bosola, hardly
trayed by Philip Franks, has a
similarly disembodied diabolism,
though his delivery is impec-
cably cool and precise. It is left

to Richard Warren, as the more
down-to-earth Cardinal, sporting
a fleshy navel beneath his cross,
to give the hellish spirits a more
fruity incarnation.
Ideally, the Duchess provides
extreme contrast to this trio.
Monica Kendall plays their
tender and helpless adversary
with an unusual capacity for
wrenching ordinary feeling out
of the extraordinary circum-
stances. He love for Antonio,
played by Simon Bell, has a
verve and passion, her defiance
of her brother is reckless and
pitiable. The tragic end is power-
fully shown, as are all the re-
maining murders.
The programme quotes from
A. J. Ayer, a disbeliever in moral
authority. J. Bronowski, a
scientific humanist, and R. D.
Laing, the apostle of liberation
through madness, are, incident-
ally, flatly contradicted by the
moral effect generated often
with great delicacy in Mr.
Lucie's production.

Canterbury

le Rome Burns

ICHAEL COVENEY

's slippery and
Mr. Spurling wants to say some-
thing about the quality of life
in England to-day, but he never
gets round to specifics. Instead,
the debate remains aesthetically
stranded on the question of
whether these people are aboard
a *Ship of Fools* or Noah's Ark.
The first act ends with the play's
best scene, where the islanders,
gathered in church for an alarm-
ing sermon, are suddenly, one
by one, overtaken by a state of
hysteria. As the commotion sub-
sides, a married couple are heard
sneaking and acrimoniously
bickering about the failure of
their marriage.
Through all this wanders a
mysterious stranger in a white
suit who laconically spouts
riddles while tempting one of
the married ladies with the
promise of escape. His name is
Edgar Allan, but Jonathan Burn
is obviously the harbinger of
doom, an equivalent of Poe's Red
Death who comes like a thief in
the night to complete his assas-
ination of wholesale destruction in
a decadent society.

It is brave of the Marlowe to
undertake the project at all and
one can only regret that the
piece, which falls sadly and
irrevocably apart after the
interval, refuses to deal in any-
thing but the vaguest of defini-
tions of a country on the skids.
David Carson directs this
baffling show with a modicum
of conviction, and Terry Brown's
bare-bones design cleverly sug-
gests a cardboard Valhalla of
fading gentility and fog-bound
riverbanks. There are precise
acting contributions from John
Gallo, Stanley Lebor and Susan
Brown.

**Beer and Beethoven
at Stoke**
The Lindsay String Quartet is
to play all the Beethoven
quartets at the Victoria Theatre,
Stoke-on-Trent, on Sunday even-
ings between January 2 and
March 27, 1977. These are
included in a project labelled
"Music and Ale," and the
Potteries branch of the Cam-
paign for Real Ale will serve
real ale each evening.

Coliseum

Der Rosenkavalier

by MAX LOPPERT

This revival is graced above
all by the Marischallin of Ava
June, a performance of high dis-
tinction. In an opera where an
elegant distinction is a crucial
requirement of its principals,
Miss June's clear, and eloquently
simple singing of the text works
wonders—out of her fusion of
note, syllable, and emotional
colouration, there shines an
illumination of phrase after
phrase, touching the lines with
subtlety and richness of under-
standing. Much else combines to
distinguish the performance: a
softness of gesture; a rare com-
eliness of bearing; tempering
natural sensuousness with dig-
nity; a nice judgment of the
point at which the character's
predicament becomes maudlin
and distasteful, and an equally
nice ability to keep well within
it. The voice on Wednesday was
not always ideally full or steady
of tone, yet it managed to sug-
gest great beauty.
Much else is good in this
revival. Mark Elder conducts.

with an unerring knack of
clarifying texture (the start of
Act 3, with its busy counter-
point, was particularly sharp
and lively), supporting the
singers and pacing the acts with
easy, sure mastery. Sophie, new
to London, is John Robert
Barstow, a pretty, frail, and in-
finitely touching, who might
have stepped off a Fragonard
painting. Josephine Barstow
repeats her handsome Octavian
—though all the singers, her
words are least clear, her
manners most touched with
"operative" artifice. Dennis
Wicks is the firm, unexaggerated,
not specially imaginative Ochs.
In its deft, highly humorous
sketches of smaller parts, and
its graceful, never too intrusive
examination of the important
relationships, the John Copley
production scores its particular
success—and in an opera so full
of potentially queasy and dis-
likeable undertones as *Der
Rosenkavalier*, deftness and
grace cannot be overpraised.

with an unerring knack of
clarifying texture (the start of
Act 3, with its busy counter-
point, was particularly sharp
and lively), supporting the
singers and pacing the acts with
easy, sure mastery. Sophie, new
to London, is John Robert
Barstow, a pretty, frail, and in-
finitely touching, who might
have stepped off a Fragonard
painting. Josephine Barstow
repeats her handsome Octavian
—though all the singers, her
words are least clear, her
manners most touched with
"operative" artifice. Dennis
Wicks is the firm, unexaggerated,
not specially imaginative Ochs.
In its deft, highly humorous
sketches of smaller parts, and
its graceful, never too intrusive
examination of the important
relationships, the John Copley
production scores its particular
success—and in an opera so full
of potentially queasy and dis-
likeable undertones as *Der
Rosenkavalier*, deftness and
grace cannot be overpraised.

Guess who protects their assets?

WALTHAMSTOW BUILDING SOCIETY
NORWICH BUILDING SOCIETY
NORTH KENT BUILDING SOCIETY
MELTON MOWBRAY BUILDING SOCIETY
LONDON GOLDHAWK BUILDING SOCIETY
LEAMINGTON SPA BUILDING SOCIETY
COLCHESTER EQUITABLE BUILDING SOCIETY
CHELLENHAM & GLOUCESTER BUILDING SOCIETY
BURNLEY BUILDING SOCIETY
ALLIANCE BUILDING SOCIETY

The management of building societies like those in this advertisement, know how to look after their financial assets. But they also appreciate the value of that other vital asset—people. That's why they've arranged private health insurance plans with PPP to protect their key staff and increase their productivity.

PPP's Master Plan, for example, covers all its subscribers for approved in-patient hospital expenses up to £10,000 p.a. and sets no limit on the weekly benefit for private room charges.

It could be in your interest to find out more about how you could benefit from PPP and how company groups of five or more subscribers can qualify for discounts.

Just complete the coupon and post today and we'll send you a brochure giving you all the facts.

To: Private Patients Plan, FREEPOST TUNBRIDGE WELLS, Kent TN11 9YJ
Please send me details of (tick which schemes interest you) (no postage is required)
Company group schemes ☐ Individual schemes ☐ I am under 65 years of age
Name _____
Company (if applicable) _____
Address _____
FT26/11/76
Private Patients Plan
Established 1940. Organized by The Private Patients Plan for Medical Care Limited.
PROTECTS

EUROPEAN NEWS

Warsaw Pact moves nearer to policy co-ordination

BY PAUL LENDVAY

VIENNA, Nov. 25.

A CALL for military detente in saw. In the past, Romania's idiosyncratic line has been the major obstacle to progress in force reduction talks in Vienna, towards supra-national forms of coupled with the setting up of a new body within the Warsaw Pact for co-ordinating the foreign policies of the seven member states—these are likely to be the main published results of the Pact summit meeting which opened today in Bucharest.

The session of the Political Consultative Committee, the Pact's supreme institution of the Pact, is attended by the party general secretaries, Prime Ministers, Foreign Ministers and other high officials of the Soviet Union, Poland, Czechoslovakia, East Germany, Hungary, Romania, Bulgaria. This is the first summit meeting since 1974, in Warsaw in April, 1974, in Warsaw.

Eanes warns of intervention

BY PAUL ELLMAN

LISBON, Nov. 25.

GENERAL Antonio Ramalho Eanes, the Portuguese President, today indicated he was prepared to use his wide constitutional powers in order to break the country's political logjam. The President was speaking after a big military parade to mark the anniversary of the crushing of last November's Left-wing coup attempt.

Mr. Eanes, then an obscure colonel, emerged as the officer responsible for co-ordinating the loyalist forces, and was subsequently appointed army chief of staff. He was elected President in June. In his speech today, the President described his election victory as a "mandate to use all expressed and implied powers to make democracy serve the Portuguese people effectively."

The President gave no indication of how he might intervene, but among his powers is that of nominating the Government. It is thought that he might be driven to exercise this power if the Socialist, who have formed a minority Cabinet under Mr. Mario Soares, perform badly in local elections scheduled for December 12. President Eanes warned of the economic difficulties which Portugal faces and added, "time is short."

In a thinly veiled attack on the Left and Right in the armed forces, who believe the military should take up more of the political running, he said that military men who wanted to get involved in politics should leave

Turkey quake toll may reach 3,500

By Maria Mounir

ANKARA, Nov. 25.

MORE THAN 2,500 people have been killed and 200,000 left homeless by the earthquake which struck eastern Turkey yesterday. Officials expect the ultimate death toll to be between 3,000 and 3,500.

The government said Turkey is willing to receive international assistance and the foreign ministry has listed polar tents, prefabricated houses, blankets and winter clothing as items which are urgently needed.

The Turkish radio has been appealing for donations of blood, clothing and money and asking citizens to put their vehicles at the disposal of relief agencies.

Yesterday's tremor, which registered 7.5 on the Richter scale, has caused extensive damage in the province of Van, near Mount Ararat, and surrounding areas, whose 350,000 population is mainly engaged in farming and animal grazing.

Istanbul's Kandilli observatory has warned that new tremors may occur and asked people to remain outdoors.

Although there is a large mobilisation of relief supplies have not yet arrived at the quake zone in adequate quantities. One correspondent said that relief and salvage work was being hindered by snow, bad roads and a petrol shortage.

The number injured was said to be over 1,500. Several mobile hospitals were erected and the seriously injured were being flown to Ankara aboard military planes.

The Turkish cabinet met here under Prime Minister Süleyman Demirel and discussed the measure to be taken.

Reuter adds from Tehran: Fourteen Iranian villages near the border with Turkey and the Soviet Union were flattened by yesterday's major earthquake, according to Reuter reports today. The tremor struck the north-west province of Azerbaijan about the same time as the quake hit Turkey.

Danes in talks to end strikes

BY OUR OWN CORRESPONDENT

COPENHAGEN, Nov. 25.

THE SOCIAL Democratic minority Government and its supporting parties worked hitherto until 4 a.m. today and then after a five-hour break, throughout the rest of the day to try to reach agreement on measures to stop the week-long unofficial strike of oil and petrol tanker drivers.

The measures under discussion include a price-wage freeze for the next four months and new collective labour contracts signed in March or April.

Meanwhile, there were signs that the strikers are coming under pressure from the unions, public opinion and the politicians.

Although the strike appeared to remain virtually total in Copenhagen and on the island of Zealand, drivers in the Jutland towns of Aarhus, Aalborg and Fredericia voted to return to work.

The drivers at the large container depot in Esbjerg, which handles the bulk of Danish exports to the U.K., were on strike on Tuesday, also decided to go back to work. They had come out in solidarity with the tanker drivers.

The wave of unofficial strikes has arisen against the background of the economic policy compromise concluded by the Folketing in August. This involved measures to restrain demand to reduce the current balance of payments deficit and incomes policy.

The incomes policy is embodied in a parliamentary resolution which states that incomes in 1977 and 1978 must not rise by more than six per cent. year. Secondly, the agreement is that from next April a maximum of 4 per cent. year will be paid out by the threshold adjustment.

The Government and the parties which normally support it have been working frantically to find ways of getting the strikers back to work. Among measures under discussion are a wage and price freeze and increased fines for strikes in breach of collective wage agreements. But the Government is thought to have drawn back from imposing a total wage freeze, even if it would only be for the four months until the new collective agreements are signed in March or April.

Discontent

A total freeze would have involved a head-on collision with the union movement. The collective wage agreements, based on different wage systems in different industrial sectors, including a so-called adjustable wage system in the engineering industry. This gives the unions the right to limited wage bargaining during the period of the agreement. As a result, the Government is thought to have drawn back from imposing a total wage freeze imposed by statute in 1976 after the unions and employers had failed to reach agreement. The Metal Workers' Union declared last night that it would fight a total freeze by "every available

means".

The Folketing is also faced with a difficult economic situation which leaves it with little room for manoeuvre. Expansionary measures in the autumn of 1975 to get the economy moving led to a massive rise in the trade and current balance of payments deficits producing also a 6 per cent. rise in private consumption this year. Deflationary measures taken in August inevitably were not popular and little cheer can be expected from the Government's economic forecasts for 1977 due out soon.

Some leading economists paint a very dismal picture, forecasting zero growth in real GNP and no rise in private consumption. Exports may stimulate demand a little. The crucial corollary of this would be a steep rise in unemployment from the current 5.4 per cent. of the total labour force to between 7 and 8 per cent. next year.

When this news gets around (and the Government's scenario is hardly likely to differ very much from the one sketched above), the pressure on the Government from the unions and on the unions from their militant elements, to abandon their conciliatory policy will become intense. Government policy today gives top priority to improving the current balance of payments and reducing inflation.

Employment comes several lengths behind in third place. But if the Government abandons these policy priorities, it will not only worry Danish international creditors but in a probability would be opposed by a majority in the Folketing. The current balance of payments deficit has averaged 1 per cent. of GNP a year since 1960, building up a net foreign debt of about Kr.37bn., or about 15 per cent. of GNP. This year's deficit will come to over Kr.10bn., or over 4 per cent. GNP.

Debt service

Debt servicing is becoming an important consideration. By early 1980s servicing long-term debt will come to over Kr.1 a year. There is also a short-term debt which has to be rolled over continuously.

One cheerful aspect is that the country has had no inflation, raising large sums in international markets this year partly because the markets were in funds, but especially because the Government can point to considerable success in reducing inflation over the past two years. The measures to reduce prices have come down from annual rates of about 16 per cent. in mid-1974 to about 8 per cent. today and the increase in house costs from over 20 per cent. to about 12 per cent. In August, the general price level could rise by under 5 per cent. 1978, while the deficit on current balance of payments will come down from Kr.11 to Kr.4-7bn. next year and steadily less in 1979. But all this will not help without considerable social in terms of unemployment, this, as the strikes show, already placing considerable strains on the existing political system.

Folketing (Parliament) from acting in breach of current collective wage contracts which guarantee some unions, such as the engineering workers, the right to bargain for wage adjustments during the period of the collective contracts. If there are no dispensations, the Folketing risks a conflict with the entire union movement. But the Government's supporting parties, the Conservatives, Centre Democrats, Radicals and Christian People's, fear that dispensations will make a wage freeze illusory.

DANISH INCOMES POLICY

Shreds and tatters

BY HILARY BARNES IN COPENHAGEN

OTHER countries have discovered that incomes policies have a habit of breaking down after a fairly short period. But not every Government is faced with the sad situation of finding its incomes policy in tatters even before it has been implemented.

This is the situation facing the Danish Parliament and the Social Democratic minority Government as a result of a series of unofficial strikes this autumn, culminating in this week's strike by about 1,200 oil and petrol tanker drivers which is rapidly bringing the nation to a freezing halt.

The Government and the parties which normally support it have been working frantically to find ways of getting the strikers back to work. Among measures under discussion are a wage and price freeze and increased fines for strikes in breach of collective wage agreements. But the Government is thought to have drawn back from imposing a total wage freeze, even if it would only be for the four months until the new collective agreements are signed in March or April.

Discontent

A total freeze would have involved a head-on collision with the union movement. The collective wage agreements, based on different wage systems in different industrial sectors, including a so-called adjustable wage system in the engineering industry. This gives the unions the right to limited wage bargaining during the period of the agreement. As a result, the Government is thought to have drawn back from imposing a total wage freeze imposed by statute in 1976 after the unions and employers had failed to reach agreement. The Metal Workers' Union declared last night that it would fight a total freeze by "every available

means".

The Folketing is also faced with a difficult economic situation which leaves it with little room for manoeuvre. Expansionary measures in the autumn of 1975 to get the economy moving led to a massive rise in the trade and current balance of payments deficits producing also a 6 per cent. rise in private consumption this year. Deflationary measures taken in August inevitably were not popular and little cheer can be expected from the Government's economic forecasts for 1977 due out soon.

Some leading economists paint a very dismal picture, forecasting zero growth in real GNP and no rise in private consumption. Exports may stimulate demand a little. The crucial corollary of this would be a steep rise in unemployment from the current 5.4 per cent. of the total labour force to between 7 and 8 per cent. next year.

W. German money supply rise

THE WEST German money supply widely defined (M-3) rose a record DM9.2bn. in October on a seasonally adjusted basis, according to the Deutsche Bundesbank, AP-DJ reports from Frankfurt.

The main expansive influence was stepped up credit demand, above all from private persons, and another influence was the extraordinary steep reduction in Government deposits, by DM7.2bn. West German demand for consumer goods should hold steady in the next few months, but consumer demand can't be counted on to give economic recovery further incentive, the Association for Consumer Research reported yesterday.

Norway oil

Norwegian State receipts from oil production in the North Sea rose to \$100m. in the first 10 months of 1976, according to the same period of 1975, AP-DJ reports from Oslo. Total State revenues for the first 10 months of this year rose to \$55m. from \$42m. in the same period of 1975.

Italian tax

Sig. Gaetano Stamatelli, the Italian Treasury Minister, said yesterday that he planned to lift the 7 per cent. tax on foreign exchange purchases before the scheduled February 15 deadline, reports AP-DJ from Rome. Sig. Stamatelli said that the decrease which levied the tax, which has been opposed by Italy's Communist Market partners and by Italian importers, gave him authority to extend it or drop it early.

East-West talks

At yesterday's 12th plenary meeting of the 10-nation East-West force reduction talks the new head of the British delegation, Mr. Edwin Bolland, urged the Eastern side to give at least a serious and constructive answer to the Nato proposals put forward almost a year ago, our correspondent reports from Vienna.

Perez in Moscow

Venezuelan President Carlos Andres Perez and his Soviet counterpart, Nikolai Podgorniy, held friendly and constructive talks yesterday in the Kremlin, UPI reports from Moscow. Mr. Perez, who is on a five-day official visit, met with Mr. Podgorniy and First Deputy Premier Kirill Mazurek.

Hungary-U.S. trade

Mr. Elliot Richardson, U.S. Secretary of Commerce, had talks yesterday with Hungarian leaders after being told that Hungary's strongly desired but long-favoured nation status in its trade with the U.S. reports UPI from Budapest.

Milan radicals' collision course

BY ANTHONY ROBINSON

ROME, Nov. 25.

THE EMERGENCE of a new grouping of radical and Communist Christian Democrats in Milan, under the leadership of Sig. Massimo De Carolis, followed immediately by a newspaper interview in which he forecast a head-on collision between Christian Democrats and Communists, has created consternation in Christian Democratic ranks and demands that he be severely chastised at the forthcoming party National Executive meeting.

Sig. De Carolis claims to represent not only the traditional and Communist element, but also those who opted for the party for the first time at the general elections in June (when the party picked up votes from the right-wing and moderate lay parties like the Liberals and Social Democrats).

He takes as his models both the CSU of Herr Franz-Joseph Strauss and Mr. Jimmy Carter. The first has just split the West German Christian Democrat Party through insistence on a more conservative, anti-socialist line. The latter is interesting to the new anti-Communist radicals because he managed to achieve power by bypassing the traditional party machine.

Sig. De Carolis and his followers are challenging not only the present Andreotti Government but also the present party leadership. It is a serious enough challenge to party unity for Party Secretary Benigno Zaccagnini to postpone the party's National Council from the originally planned December 2 to December 10.

This is significant in that it means that Prime Minister Andreotti's visit to Washington Moro.

will now take place before not after the meeting which is expected to reveal the depth of the division within the party.

The divisions are not only reduced by Sig. De Carolis and his followers. Senator Amintore Fanfani has also again revived his long-standing ambition of engineering a frontal position between Christian Democrats and Communists.

But Sig. De Carolis's presumption to speak for a new breed of Christian Democrats is what is most offensive to the traditional party apparatus. His aim, making the party a clearly conservative, anti-Communist party, clashes directly with its long class and popular traditions. It is seen as a situation which will lead to the come-back of the supreme mediator, of Sig. Andreotti's visit to Washington Moro.

He takes as his models both the CSU of Herr Franz-Joseph Strauss and Mr. Jimmy Carter. The first has just split the West German Christian Democrat Party through insistence on a more conservative, anti-socialist line. The latter is interesting to the new anti-Communist radicals because he managed to achieve power by bypassing the traditional party machine.

Sig. De Carolis and his followers are challenging not only the present Andreotti Government but also the present party leadership. It is a serious enough challenge to party unity for Party Secretary Benigno Zaccagnini to postpone the party's National Council from the originally planned December 2 to December 10.

This is significant in that it means that Prime Minister Andreotti's visit to Washington Moro.

Overtures to Spain's opposition

BY ROGER MATTHEWS

MADRID, Nov. 25.

negotiate with any opposition team that includes the Communist Party or groups further Left and this could still prove a stumbling block.

Meanwhile, there is no sign of talks aimed at ending the nationwide teachers' strike that now affects considerably more than 3m. children. The strike committee said today that nearly 90,000 staff were out and they were determined to win their demands for higher pay and improved professional status.

The prison service was also hit today when officers in jails throughout the country began sit-ins in support of wage claims. Doctors employed by the state health service are threatening walk-out in the next few days, and the likelihood of a strike in the banking sector increased yesterday when political police broke up a meeting of shop stewards who were drawing up a 32-point programme of demands for when their national agreement expires shortly.

With the Government running a substantial budget deficit this year, there is genuine anxiety in the administration about the availability of funds to meet public sector pay claims.

With the Government running a substantial budget deficit this year, there is genuine anxiety in the administration about the availability of funds to meet public sector pay claims.

With the Government running a substantial budget deficit this year, there is genuine anxiety in the administration about the availability of funds to meet public sector pay claims.

With the Government running a substantial budget deficit this year, there is genuine anxiety in the administration about the availability of funds to meet public sector pay claims.

With the Government running a substantial budget deficit this year, there is genuine anxiety in the administration about the availability of funds to meet public sector pay claims.

With the Government running a substantial budget deficit this year, there is genuine anxiety in the administration about the availability of funds to meet public sector pay claims.

With the Government running a substantial budget deficit this year, there is genuine anxiety in the administration about the availability of funds to meet public sector pay claims.

With the Government running a substantial budget deficit this year, there is genuine anxiety in the administration about the availability of funds to meet public sector pay claims.

With the Government running a substantial budget deficit this year, there is genuine anxiety in the administration about the availability of funds to meet public sector pay claims.

With the Government running a substantial budget deficit this year, there is genuine anxiety in the administration about the availability of funds to meet public sector pay claims.

With the Government running a substantial budget deficit this year, there is genuine anxiety in the administration about the availability of funds to meet public sector pay claims.

With the Government running a substantial budget deficit this year, there is genuine anxiety in the administration about the availability of funds to meet public sector pay claims.

With the Government running a substantial budget deficit this year, there is genuine anxiety in the administration about the availability of funds to meet public sector pay claims.

With the Government running a substantial budget deficit this year, there is genuine anxiety in the administration about the availability of funds to meet public sector pay claims.

With the Government running a substantial budget deficit this year, there is genuine anxiety in the administration about the availability of funds to meet public sector pay claims.

With the Government running a substantial budget deficit this year, there is genuine anxiety in the administration about the availability of funds to meet public sector pay claims.

With the Government running a substantial budget deficit this year, there is genuine anxiety in the administration about the availability of funds to meet public sector pay claims.

With the Government running a substantial budget deficit this year, there is genuine anxiety in the administration about the availability of funds to meet public sector pay claims.



If you think Securicor only carries cash...
...look again



Security Delivery Service

National door-to-door express delivery of computer data and parcels up to 25 kgs.
Fifteen hundred delivery vehicles link over 240 branches with 200 scheduled trunk routes.
Special precautions against loss-in-transit.
The two-way radio fitted to every vehicle provides flexibility of operation, extra security and immediate communication with Securicor's own 24 hour emergency service.
Stand-by reserve vehicles available throughout the country day and night.

European Delivery Service

The two-way door-to-door express delivery service operates from any point in the U.K. to and from Securicor branches in France, Belgium, Holland, Germany and Luxembourg.
This comprehensive service includes full customs clearance for both imports and exports.
For a service where resources count, international as well as U.K., customers benefit by using Securicor.

SECURICOR

When resources count-use Securicor

For full details of these and our many other services telephone Head Office at 01-392 8191 ext. 77, or if preferred, contact your local Securicor branch.

A member company

Trudeau urges Canadian unity after Quebec poll

OTTAWA, Nov. 25.

Prime Minister Pierre Trudeau has urged Canadians to look closely at the problems facing Quebec, and to support the federal government in its efforts to solve them. He promised that the federal government would look closely at the problems facing Quebec, and to support the federal government in its efforts to solve them.

plan to solve NYC crisis

NEW YORK, Nov. 25.

City and State \$1bn. short-term city debt that to have come up they already own. The money is essentially similar to a scheme put forward in the spring by the city and rejected firmly at that time by the banks. To-day the city, working against a self-imposed deadline of three weeks to pay off the small investors, is up against the wall.

ral strike threat by can businessmen

MEXICO CITY, Nov. 25.

Business and industry that was taken away from the to organised huge farmers in Sonora state must be returned to them. Yesterday, the Sparrow and other state Chamber of Commerce presidents President Luis after last week's Government seizure of 243,100 acres of prime wheat and cattle land in Sonora the nation's breadbasket.

Smoothest transition for Carter

WASHINGTON, Nov. 25.

MR. JIMM CARTER was at home in Plains, Georgia, to-day celebrating Thanksgiving. Day with his family and perhaps giving some unsolicited advice to his brother Billy who yesterday announced that he plans to run for mayor of the little town and its 683 people.

First National Bank of Atlanta

The American bank of which Mr. Carter is President was wrongly named in yesterday's Financial Times as the First National Bank of Atlanta. The bank in question is in fact the National Bank of Georgia, which is considerably smaller than the First National Bank of Atlanta.

Inquiries are invited for the acquisition of, professionally-managed and irrigated

AGRICULTURAL PROPERTIES in the UNITED STATES

Available if desired: Bank-guaranteed leasebacks Non-recourse mortgage financing

ANHATTAN VENTURE COMPANY 340 East 57th Street New York, NY 10022 Telephone 212-688-4445

Interflora arrange your Christmas greetings.

made floral arrangements, delivered almost anywhere you want, available from most Interflora shops. You guaranteed. Special seasonal designs from £2.95. Prices include VAT and standard Interflora Service Fee (£7p) and the cost of instructions extra.

Sideboard floral arrangement about £4.95. Wall-mounted Christmas motif about £3.95. Festive table centrepiece about £3.45.

Order now for guaranteed Christmas delivery. Interflora Makes The Day. Interflora, Stamford, Lincoln.

BRAZIL AFTER THE ELECTIONS

The expensive road to democracy

BY DAVID WHITE, BRAZIL CORRESPONDENT

RIO DE JANEIRO, Nov. 25.

THE PROSPECT for political liberalisation in Brazil is being increasingly overshadowed by economic difficulties. The more President Ernesto Geisel's Government finds itself forced to take unpopular decisions on the economic front, the less likely it seems that the political status quo—a military regime with patchy democratic trimmings—is likely to see fundamental changes.

Prospects in the political and economic spheres are all the more uncertain in the wake of the elections held on November 15. The elections, held to choose local authorities throughout the country were the first opportunity—though a very limited one—that the electorate had had to express itself on the Government's record since the congressional elections of two years ago.

Although the local elections gave General Geisel what he wanted, they have done little to clear the air. From the still incomplete results there is no question that the Government party, the National Renewal Alliance (ARENA), won on all counts, although the one legal opposition party, the Brazilian Democratic Movement (MDB), increased its share of local government positions and scored convincing victories in some of the more developed areas such as Rio de Janeiro, Rio Grande do Sul and urban São Paulo.

More prestige

ARENA has claimed a winning margin of 4.5m. votes in an electorate of 45m., and although the opposition conceded Salvador and some other important towns, the Government party made a surprise comeback in the farming state of Paraná and proved that the opposition tide is not irreversible.

All of this was played out on a scale that made it obvious that

much more than local positions were at issue. General Geisel himself took personal command of ARENA's campaign effort. Carrying more prestige than the Government as a whole, and certainly more than the party, he managed to recover part of what was lost in the 1974 Congressional elections, when the MDB roused home with 70 per cent. of the Senate vote.

But it would be misleading to assess his victory as equalling the MDB's success. ARENA stood unopposed in many of the country areas where almost half Brazil's 110m. people live, and restrictions on party broadcasts and advertising were so great that there was hardly any campaign at all except for General Geisel's.

The workmen putting up election hoardings in Rio de Janeiro soon continued on and placed could be seen facing the traffic, and opposition posters where they could not. Television campaigning, reduced to still photographs of candidates with the briefest of biographies, provided a mere pantomime version of President Geisel's promise to Congress earlier in the year—“The full exercise of the right of the democratic vote, without pressure or coercion.”

At the very least, the elections were supposed to give prestige and credibility to the two political parties. Both of which were created by the army after its 1964 coup. But the parties themselves undermined this effort by internal squabbles, which resulted in the only scenes of violence during the elections. In São Paulo, the MDB has frittered away some of the capital gained two years ago in a corruption scandal which one of its senior members is accused of using expensive about funds to buy such items as “ladies' knickers” and “a Donald Duck bed.”

All in all, nothing in the political scene has changed, but the economic outlook has been

deteriorating steadily. The Government waited until after the elections to announce a last word.

The economic crisis has not only made it more difficult for the Government to be sure of a popular base, but has also divided the ruling establishment. There are still strong partisans of the tougher style of the previous Government, which saw Brazil through the period marked by the “economic miracle,” a stockmarket boom, and the start of the Trans-Amazonian Highway. On the other hand, there is also pressure for radical changes in the economic structure which has been built up since 1964 and which allots a big role to foreign capital.



PRESIDENT GEISEL ... democracy incompatible with shanty towns.

At this stage it is impossible to tell quite what will happen in 1978. Of the 22 senators whose mandates last until 1982, the MDB has 16, which means that it needs only 17 of 43 seats up for election in 1978 to take over a Senate majority. In the gubernatorial elections, the Opposition can count on taking at least Rio de Janeiro and Rio Grande do Sul, a politically important State which has provided the last three Brazilian presidents — if the army Right-wing allows it.

There is no guarantee that it will accept more than a very small degree of liberalisation, unless President Geisel can prove that he can win in a genuinely free election. So far there has been only one free election since 1974, and the Government lost it. Afterwards, President Geisel had to resort to his “institutional acts” to remove, for political reasons, four opposition Congressmen and one state deputy, moves which reduced even further Brazil's all too modest list of democratic credentials.

stitutional acts” which ensure the President always gets the next Congress, by a constitutional quirk which gives the President a five-year term and Congress four years, will have no direct bearing on the country's leadership. State governors were appointed in 1974, and there is still doubt whether they will be elected directly in 1978, though both the constitution and President Geisel say they will. And although Brazil goes through the ritual of local elections, the prefectures of all the main towns are, like the governorships, appointed posts.

However, President Geisel has succeeded in carrying out a heavy election programme to schedule, in a freer atmosphere than before, and seems determined to continue doing so. Hard-line regional army chiefs in the north-east and in São Paulo have been replaced by Geisel supporters, strengthening the moderate faction in the army high command. Many officers are believed to be prepared to accept a civilian President although General Geisel's immediate successor will almost certainly come from the military. Army excesses have been contained, and torture of political prisoners appears to have stopped since May. Censorship, though still applied in an arbitrary and unequal fashion, has been eased. Lastly, and importantly, General Geisel has set his sights on a more just social policy, already marked by an expansion of state health insurance and assistance to small farmers.

All of this does not yet mean that Brazil is steering back towards democracy. President Geisel himself was quoted by a São Paulo newspaper correspondent who accompanied him on a recent visit to Japan as saying: “There cannot be a democratic regime where there are shanty towns and people starving to death.”

Army excesses

There is no guarantee that it will accept more than a very small degree of liberalisation, unless President Geisel can prove that he can win in a genuinely free election. So far there has been only one free election since 1974, and the Government lost it. Afterwards, President Geisel had to resort to his “institutional acts” to remove, for political reasons, four opposition Congressmen and one state deputy, moves which reduced even further Brazil's all too modest list of democratic credentials.

THINK OF YOUR INTERNATIONAL BANK AS A TRAVEL AGENT

(Then answer the following questions)

1. Are all the hotels in his brochure actually built?
2. Can he arrange (a) just the package you want or (b) just the package you want as long as it's a week in Palma?
3. Is he as keen to book bed-and-breakfast in Rhyl as a five-star hotel in Rio?
4. Does he specialise in (a) single-centre or (b) two-centre holidays? Or (c) could he manage a 1700-centre holiday?
5. Can he provide everything you need from a private aircraft to a luggage label?



Wherever you want to go, whenever you want to go there

From multi-national finance to travellers cheques, from the bank around the corner to your customers around the world—one thing Barclays gives you is scope. Not just because Barclays International has 25 specialist international branches in this country, or because we have 1700 branches in over 70 countries around the world—but

because we have the right services standing by in the right places, and we want to be involved from start to finish. If you want your next export drive to go a little smoother, first talk to the manager of your nearest branch of Barclays Bank International. Or contact International Division at 168 Fenchurch Street, London EC3P 3HP. Telephone 01-283 8989.

OVERSEAS NEWS

Hua warns Chinese people of 'arduous tasks ahead'

FINANCIAL TIMES REPORTER

MR. HUA KUO-feng, in his first public speech since becoming Chairman of the Chinese Communist Party, said yesterday that the purge of radicals from the party leadership was "a great, historic victory." But the 66-year-old successor to Chairman Mao also told the Chinese people that "arduous tasks are still before us."

Mr. Hua spoke at a ceremony held in Peking's Tien An Men (Gate of Heavenly Peace) Square for the laying of the cornerstone for a memorial hall for Chairman Mao.

Peking Radio said 5,000 persons attended the ceremony, held shortly before sundown at the work site for the "Chairman Mao Memorial Hall," where the preserved body of the late Chairman will lie in a crystal coffin.

"The people for generations to come will be able to pay their respects here to Chairman Mao's remains," Mr. Hua said. He

denounced Chairman Mao's action appeared to indicate that things were not going right in the province, which is about 100 miles from the nationalist-held island of Taiwan.

A broadcast said "a very small number of people" in the province had been acting in concert with the "gang of four" to cause trouble.

Meanwhile, the campaign against Madame Mao continues today. The People's Daily alleged that Madame Mao and the radicals "with the aim of usurping party and state power, resorted to many underhand manoeuvres to criminally interfere with and sabotage the preservation of Chairman Mao's remains."

The report was seen as confirmation of students' wall posters in Peking University describing a leadership struggle following Chairman Mao's death, on September 9, over what should be done with his body.

Although Mr. Hua said the situation was "excellent," only a few days earlier he ordered the army into government offices, factories, schools and other organisations in Fukien province. There was no positive indication that the province was in serious trouble area. But diplomatic observers said the

HONG KONG, Nov. 25.

action appeared to indicate that things were not going right in the province, which is about 100 miles from the nationalist-held island of Taiwan.

A broadcast said "a very small number of people" in the province had been acting in concert with the "gang of four" to cause trouble.

Meanwhile, the campaign against Madame Mao continues today. The People's Daily alleged that Madame Mao and the radicals "with the aim of usurping party and state power, resorted to many underhand manoeuvres to criminally interfere with and sabotage the preservation of Chairman Mao's remains."

The report was seen as confirmation of students' wall posters in Peking University describing a leadership struggle following Chairman Mao's death, on September 9, over what should be done with his body.

Although Mr. Hua said the situation was "excellent," only a few days earlier he ordered the army into government offices, factories, schools and other organisations in Fukien province. There was no positive indication that the province was in serious trouble area. But diplomatic observers said the

More blacks fleeing from South Africa

BY GRAHAM HATTON

JOHANNESBURG, Nov. 25.

THE GREAT trek of students and other Africans afraid of police persecution is continuing. They are deserting the townships on the Witwatersrand and heading for black-controlled Botswana and Swaziland, according to a report here today.

The number of student refugees in Swaziland has more than doubled to 190 since the first group fled there a couple of weeks ago. In Botswana, where there are between 1,300 and 1,500 refugees, arrivals are reaching the main centres of Lobatse and Gaborone almost daily. The refugees are adults as well as students.

The trek from the republic has placed an added burden on Botswana, which has appealed to the UN for financial help to ease the plight of refugees. The Southern African representative of the United Nations High Commissioner for refugees said that they had not yet had a firm promise of UN help.

Meanwhile fresh allegations of police torture have been made. Two men charged with making Molotov cocktails told the circuit court at Springs that police in Pretoria had given them electric

shocks to force them to make statements.

The men, both clerks at the Kalafong Hospital, were charged with sabotage, alternatively conspiring to commit arson. The state alleges they made two petrol bombs at Atteridgeville on October 24. Both men, who pleaded not guilty, told the court that they incriminated themselves after they were given electric shocks by members of the security police.

And in Randfontein six teenagers were promptly arrested by police outside a court after they had been freed by a magistrate on charges of public violence. The prosecutor had warned that they could be re-charged if more information could be unearthed.

In Johannesburg more information has come to light concerning police action during the upheavals earlier this year. Giving evidence in a public violence hearing, a police officer told a magistrate he had fired on members of a protesting crowd in Alexandra township with buckshot and later saw five of them at the police station with bloodied wounds.

S. Yemenis shoot down Iranian aircraft

THE reported shooting down of an Iranian jet fighter by South Yemeni forces further threatens the rapprochement between Aden and Saudi Arabia which earlier this year offered substantial financial aid to the People's Democratic Republic of Yemen conditional on moderation of the left-wing state's political position.

An official statement from Aden said the Iranian aircraft had violated Yemeni airspace from Oman yesterday and was shot down in the eastern part of PDRY's sixth governorate.

After earlier denials that any plane from Oman had been flying over South Yemen, an Oman Foreign Ministry spokesman said tonight that an Iranian aircraft was missing after being fired at from across the South Yemen border.

The South Yemeni foreign ministry, having protested to the United Nations Security Council and the Arab League over repeated violations of its six in Oman, claimed that the "aggression" was committed with full knowledge and agreement of the Oman Government of Sultan Qaboos bin Said.

After a private meeting during last month's Arab Summit conference in Cairo, President Salem Robaya Ali of South Yemen was warned by Saudi leaders that his country's stance was not following the spirit of the agreement which had been hammered out during a long series of secret meetings sponsored by Egypt. Diplomats said that Saudi leaders had been irritated greatly by an attack on Oman by South Yemen at this summer's non-aligned conference in Colombo.

Plan to disarm Lebanon's armies

BEIRUT

THE SYRIAN army peacekeeping force which has stopped the fighting in Lebanon after 19 months of civil war is making plans to disarm "hostile" private armies, informed sources reported today.

Procedures for the surrender of private armies have already been discussed between mediators and the commanders of militia units on both sides of the Lebanese conflict, the sources said.

The collection of artillery, part of the peace plan endorsed by Arab summit meetings last month, is regarded as an important step in consolidating the truce which the Syrian peacekeeping force has imposed on Lebanon.

Many previous ceasefires disrupted because of anonymous long-range shelling, to which it was easier for everyone to retaliate than for anyone to find out who was responsible.

The Arab peace plan specifies that only heavy weapons must be given up by the combatants.

Militiamen on both sides have already hidden their machine guns and rifles from the Syrians.

Lebanese and Syrian forces of the truce force acting as go-between rival factions, but a plan for the collection of weapons has yet been agreed, sources said.

Meanwhile, Libya General Conference in Tripoli, the I agency reported in from Tripoli.

The conference, which last night, recommended a halt to further aid to Syria, the I agency reported in from Tripoli.

The conference, which last night, recommended a halt to further aid to Syria, the I agency reported in from Tripoli.

Syria, Iraq pull in troops

BY LOUIS FARES

DAMASCUS

IRAQI troops which were concentrated on the Syrian/Iraqi border throughout the summer have, over the past few days, begun to withdraw from the Syrian border and the last unit is expected to leave the border area today, authoritative Syrian sources said.

In return, Syria today began evacuating troops from the border with Iraq, the sources said, adding they expect the withdrawal to be completed within a few hours.

Observers in Damascus see this as a sign the rival Baathist

regimes in Damascus may be ready to reconciliate after four years of dispute reached a summer over the Syrian border. The observers link the withdrawal with the Syrian over the past 2 Egyptian Deputy

The observers link the withdrawal with the Syrian over the past 2 Egyptian Deputy

Observers in Damascus see this as a sign the rival Baathist

Taiwan only a 'minor issue'

WASHINGTON, Nov. 25

CHINESE Vice-Premier Li Hsien-shen has told a visiting group of U.S. Senators the resolution of the Taiwan problem is a "minor issue" in U.S.-Chinese relations.

The "major issue," he said, is the threat posed by the Soviet Union to China and the United States.

Sen. Bennett Johnston reported Wednesday on the group's conversation with Li and with Vice-Foreign Minister Wang Hai-jung during the Senators' November 5-21 visit to China.

Johnston quoted Mr. Li as saying: "We do not regard Taiwan as a major issue.

Taiwan is a minor issue. The major issue is relations with Russia."

Peking regards Taiwan as an integral part of China. The U.S. has a defence treaty with Taiwan.

Peking's fear of a possible Soviet invasion or nuclear attack has caused authorities to construct a honeycomb of shelters under the capital city which can house four million people, Bennett said.

He said Li told the group the Chinese government doesn't expect any attack but should one come "we would lure them into our country and chew them up like a dog."

A Special Correspondent in Peking writes: Peking is tensely awaiting a new round of earthquake tremors. The official warning to be on guard against further shocks issued last Saturday still stands. Though outwardly calm, local Chinese and foreign residents are edgy and nervous. Some foreigners have evacuated their high rise apartment blocks for the safety of single storey embassy buildings. Those who remain are sleeping fitfully, fully dressed, suitcases packed ready for a speedy emergency exit.

Thousands of Chinese have been erecting temporary shelters on the footpaths all week.

The agency said the attack was launched on Monday against Vila Manica, in Manica province, and fighting went on near the frontier until yesterday. The area is across the border from the Rhodesia town of Umtali. Reuter

The agency said the attack was launched on Monday against Vila Manica, in Manica province, and fighting went on near the frontier until yesterday. The area is across the border from the Rhodesia town of Umtali. Reuter

Rhodesians in Mozambique

MADRID, Nov. 25.

RHODESIAN troops, backed by aircraft and armoured cars, have again crossed the Mozambique border, Mozambique News Agency said.

The agency said the attack was launched on Monday against Vila Manica, in Manica province, and fighting went on near the frontier until yesterday. The area is across the border from the Rhodesia town of Umtali. Reuter

The agency said the attack was launched on Monday against Vila Manica, in Manica province, and fighting went on near the frontier until yesterday. The area is across the border from the Rhodesia town of Umtali. Reuter

Tanaka trial date fixed

TOKYO, Nov. 25.

FORMER Japanese Prime Minister Mr. Kakuei Tanaka, 58, will appear in the Tokyo District Court on January 27 to face bribery charges arising from the sale of Lockheed aircraft. It was announced today.

The court said that Mr. Tanaka, who was formally charged on August 16, would be tried together with his former secretary, Mr. Toshio Enomoto, and three former officials of the giant Marubeni Corporation.

The court said that Mr. Tanaka, who was formally charged on August 16, would be tried together with his former secretary, Mr. Toshio Enomoto, and three former officials of the giant Marubeni Corporation.

A sense of optimism is spreading in the Lebanon
Robert Graham in Beirut, reports.

Syrian soldiers offer tea to Palestinians.

That morning after feel

FOR THE FIRST time in 18 months there is a feeling of optimism in Beirut. It is a look with their fighters at the centre of Beirut, said former Premier Saeb Salam. Mr. Salam is horrified at the extent of the damage to the country. Mr. Ghassan Taweel, the Minister of Information, is having a television film made of the damage to make the Lebanese realise what they have done to their country. Mr. Taweel reckons that close on one and a half million Lebanese need help.

The presence of the Syrian-dominated Arab peacekeeping force, backed by heavy weapons and the all important seal of political approval from the key Arab Governments, has stopped the fighting and the presence of convincing enough for people to believe that the military phase of the conflict is now over.

For the first time in many months, people can begin to carry out some of the normal functions of living: walking in the streets, driving cars, buying enough food to enjoy eating, using electricity and sleeping at night. In the capital, the war has created a profoundly abnormal pattern of living: people confined to their houses, skimming on water-cooking on paraffin stoves; sleeping by candle light; sleep constantly disturbed by shelling. For the first time in a year families are being reunited.

The electricity authority is now promising a minimum eight hours supply a day. Petrol for long in short supply will be readily available by the end of the week as the Zahran oil refinery near Sidon—damaged by Syrian shelling when the Syrians were seeking to blockade West Beirut—started up today.

The gunmen have disappeared from the streets or rather the guns have been quickly hidden at home and heavy weapons put out of sight and the fighters are now musing traffic jams in

looted cars or buses they did not have time to drive. Even a few of Lebanon's former police force have re-emerged to direct traffic. Beirut gives the impression of a man walking about with a hand over, wondering what happened the night before.

Few people have yet grasped the enormity of the destruction and damage that has taken place. The other day the bodyguard of a Lebanese businessman was clearly shocked to behave as if it was all some terrible

rupts hosi

rupts hosi

rupts hosi

rupts hosi

rupts hosi

rupts hosi

rupts hosi

rupts hosi

rupts hosi

rupts hosi

rupts hosi

Midland in Brazil.



Mr. Donald Pearson, Group Representative in Brazil.

In recognition of the growing importance of Brazil in world trade and investment, Midland Bank and Samuel Montagu now have a Group Representative Office in Sao Paulo.

This office will be active in Eurocurrency business, British Export Finance arrangements, investment and finance for trade.

It will also provide assistance to customers, drawing on the international experience of Midland Bank and Samuel Montagu & Co., the Merchant Bankers within the Group. Contact: Donald Pearson, our Group Representative for Brazil.

Tel: Sao Paulo 257 0973, 257 3229 or 257 4651.

Group Representative Office, Rua Bela Cintra, 940-10th Floor, or write, Midland Bank Group Representative Office, Caixa Postal 51601, Sao Paulo, Brazil. Or in London, contact Mr. G. L. Walkden, Senior Executive, Latin American Area, on 01-606 9944, ext. 5217.

Midland Bank International

Midland Bank Limited, International Division, 60 Gracechurch Street, London EC3P 3BN.



Midland Bank International

Plan to... Lebanon

WORLD TRADE NEWS

Concern persists over steel recession

throughout the year have been de-... a fast rate re-... major industries... plummet back... to the recession... a year ago...

CRUDE STEEL PRODUCTION '000 TONNES

	Oct. 1976	Sept. 1976	1976	1975	% change
EC of 6	9,445	10,043	93,339	88,613	+5.6
U.K. (1)	2,027	1,826	18,700	16,756	+11.6
Japan	9,324	9,492	99,324	90,018	+10.3
Others	7,747	9,137	88,508	86,746	+2.0
Total	28,543	28,498	280,871	262,133	+6.2

voluntary production quotas on steel deliveries between now and the early months of 1977. Whereas the practice of European steelmakers is to work towards ambitious sales targets, and those targets are now proving unattainable, the BSC Commission responsible for steel, has been working for

wants deal Belgian support for Simonet move

Simonet, Nov. 25. MEN have reac-... the EEC Com-... on to set up... import quotas... of Italy's State... Plunder, Sig... is also chair-... of the commu-... nity iron and... nd as such has... front of moves... set the industry... live at a more... tion machinery... ty. Also argue that... and the Lorraine... the use both produc-... be accompanied... around Charleroi... this the entire... already mostly... king, will face... iron ore now... metal problems... variety is no... of the quality... but in 1973 it... as net and this... export some 2.5m... tected 23.5m, ton... about quotas... ed to "produce... is in 1977.

come, if belated, says Paris

PARIS, Nov. 25. MAKERS re-... of the Brussels... intervene directly... try steel market... if belated move... action. As long... go, the head of... makers Federa-... Ferry, called for... its full manifest... fix production... minimum prices... ports. The mission is still... ch measures, the... quotas by com-... bination of (Germany) is seen... dence that the... s at last must... serve to reject... case that market... s likely to make... than better,

disrupts hosiery industry

AMSTERDAM, Nov. 25. European chemical Enka Glaststoff... ed this week in... forced to termi-... yarn operations... if many hundreds... and Germany... imports from Italy... problems in the... hose sector. which is part of... Akzo Chemicals... e competitive im-... used the erosion... st Germany and... Holland, Belgium... g—to progress to... that measures... the European... il be too late, both... the other hosiery... that the hosiery... vest Germany and... ave attempted to... revealing substan-... ty and with com-... by improving... by commission-... countries outside... d to a dramatic... bs in this industry... out that whereas

trade with Egypt may reach £250m.

FOREIGN STAFF year between Egypt is likely to... a record level, with... s up almost 70 per... year. lthy trade climate... setting of the U.K... commission was s... week after four... ommission was set... 1975, following the... don of Egyptian... ster Ismail Fahmi... and economic co-... cement was signed... released by a min-... referred to a min-... the offing for... uation equipment... is a high priority... Frade circles pre-... tract would go to... prosided over by... months of 1976 showing exports

Concessions get cautious welcome

By Guy de Jonquieres BRUSSELS, Nov. 25. JAPAN'S reported decision to offer the EEC a limited number of short-term trade concessions has been greeted with cautious relief by officials in Brussels, though some disappointment is being expressed privately that the offer does not go further. While the Japanese reply is felt to have removed some of the immediate tension from relations with the Community, it is being emphasised here that the Nine expect to see concrete evidence that Japan is prepared to take additional meaningful actions over the coming months before their concern about the imbalance in its trade with Europe is allayed. Though the text of the reply has still not been communicated officially to the European Commission, Japan has indicated its contents informally, and officials here are already at work on the draft of a declaration to be issued by EEC Heads of Government when they hold their summit meeting in The Hague next week. According to sources here, the declaration will be firm in tone, but not confrontational. It is expected to express anxiety at the growing trade deficit and to call for specific efforts to correct it, but will fall short of threatening unilateral restrictive actions by individual members of the Nine should Japan fail to comply.

Singapore MRT The World Bank is reviewing the final draft of the proposed Mass Transport System (MRT) for Singapore, Minister for National Development and Communications Lim Kim San has told Parliament, AP-DJ reports. The Bank will complete its assessment of the final report shortly, Mr. Lim said. The Minister said that a total of 44.6 km. is envisaged for the full system, of which 17.6 km. will be underground, 27 km. either depressed or elevated.

Japan 'jolted' by mission visit

BY CHARLES SMITH TOKYO, Nov. 25.

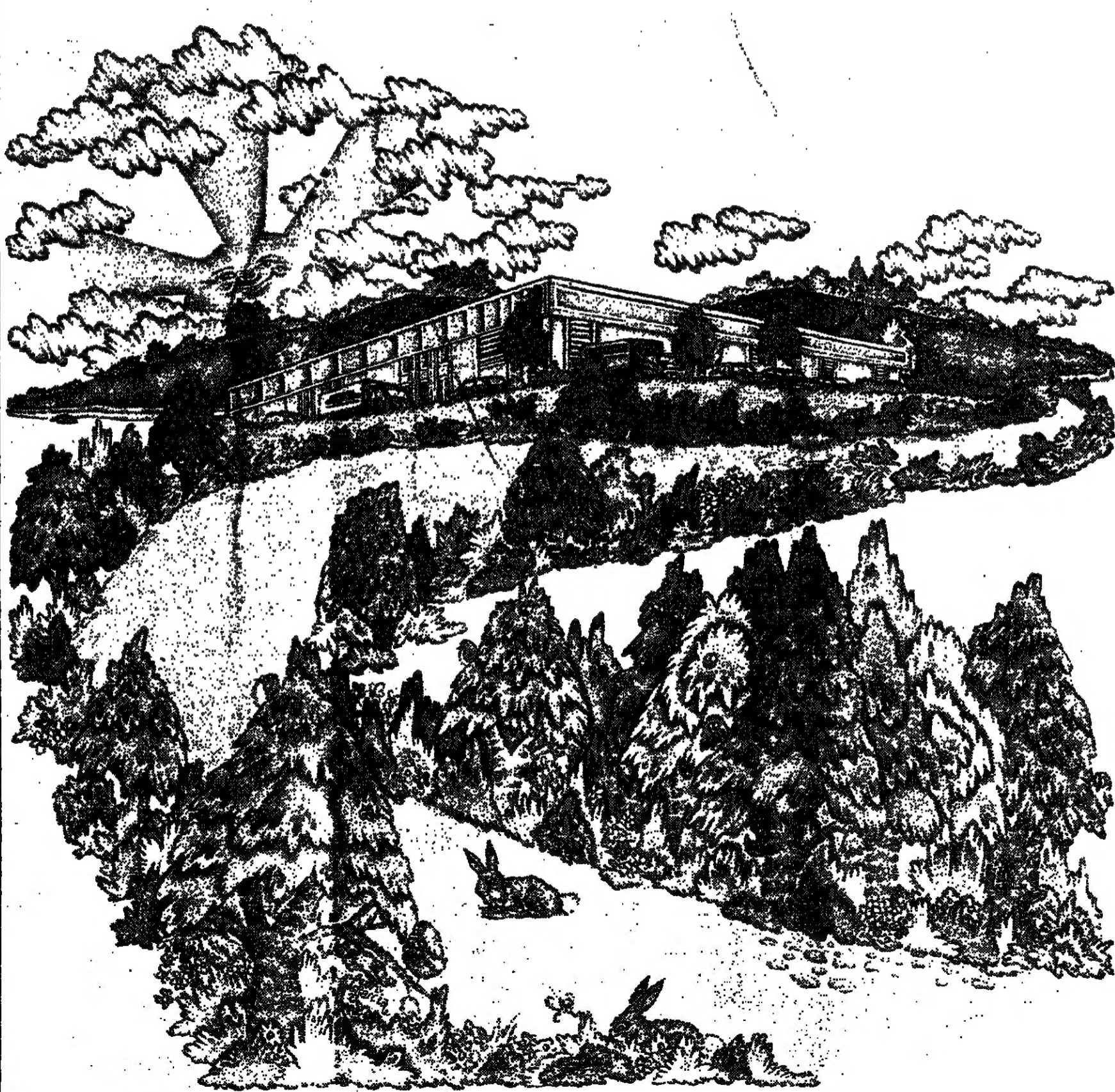
IT WOULD be "unthinkable" for the U.K. to impose restrictions against imports from Japan and Japan accordingly has not thought about how it would react to such a situation, Mr. Toshiwo Doko, the 80-year-old president of the Keidanren (Japanese Federation of Economic Organisations) told the Financial Times in an exclusive interview today.

Mr. Doko said U.K. import restrictions would not only disrupt "peaceful relations" between Japan and Britain but would also put "the entire world in disarray." He added that, in the course of talks with Mr. Callaghan and Mr. Healey during the Keidanren's mission to London in October, he received the strong impression that the British Government was still firmly committed to free trade.

These include the belief that the Japanese Government and industry "collude" to keep imports out of the country or that similar collusion is practised between industry and the major trading companies. Japan and Britain have no "major specific outstanding issues" to settle in the trade field, since the letter addressed to the EEC this week by the Japanese Government takes care of motor exports and of the shipbuilding problem (by agreeing to bilateral talks between the European and Japanese industries). However, a major long-term problem of increasing British exports to Japan does exist, Mr. Doko said.

Industry to co-operate

TOKYO, Nov. 25. THE JAPANESE Government Ministry of International Trade and Industry obtained promises of co-operation from all major Japanese trading companies in exercising self-restraint in exports to EEC nations and in increasing imports from the area. Transport Minister Hirohisa Ichida said Mr. Ichida took the unprecedented action to cope with the recession in the Japanese shipbuilding industry and complaints by EEC nations over excessive Japanese ship and other exports. In a separate action, the UPI



Electricity isn't just a pretty face

A recent survey of industrialists voted electricity into first place among power sources for all the things that make industrial life more pleasant. Cleaner. Quieter. Lower pollution levels. And so on. From our point of view, that's just not good enough. Because the real strength of industrial electricity has far more to do with providing better products, at lower unit costs. For example, a plastics firm switched to electricity and cut their reject rate from 5% to less than 1%. A heavy engineering firm found that only electricity could give them the high quality castings they needed - and which their market demanded. A chisel manufacturer introduced an electric process which increased output by 20%.

INVESTELECTRIC

Call your Electricity Board's Industrial Sales Engineer immediately for more hard facts and figures.

Big improvement in trade gap seen

BY PETER RIDDELL, ECONOMICS CORRESPONDENT

A MAJOR improvement in the current account of the balance of payments over the next two years and a sharp fall in the public sector borrowing requirement to £3.2bn. in 1977-78 are forecast by the National Institute of Economic and Social Research this morning.

The Institute's quarterly review also forecasts a rise in real Gross Domestic Product of only 1.1 per cent. next year and hardly at all in 1978, assuming unchanged policies, with a leveling off in unemployment at its present level of 1.5m. before a rise to 1.6m. in 1978.

The rate of price inflation is expected to remain at about its present level of roughly 15 per cent. for the time being before starting to move down again next spring, with an average rise of 13.2 per cent. in 1977 and 8.5 per cent. in 1978.

The exchange rate is now expected to stabilise and show a small appreciation during 1977, though that is dependent on the projected improvement in the current account balance to a surplus in 1977.

The latest forecasts differ in several major respects from the last projections by the National Institute, published in early September, and also from what is believed to have been indicated by the latest Treasury forecasts—in particular on the balance of payments and the borrowing requirement.

On the balance of payments, the Institute was projecting a £1.5bn. deficit for 1977 in its last review but is now forecasting a £1.1bn. surplus, rising to £5bn. in 1978—a much more optimistic view than has been taken to date by any other forecaster.

Warning

Indeed, it suggests that there will be a surplus of £150m. by the second quarter of next year, instead of a deficit of £392m. While warning about exact timing, the Review says: "It is strongly probable that the move into surplus will come some time next year."

The massive turnaround in the forecast results from a change in view about foreign currency import prices. In August, they were projected to rise 10 per cent. above the 1975 level but now are only expected to increase by 1.1 per cent.

This is explained by a more sluggish rise in commodity and manufactured prices, both now and next year, reflecting the weaker world recovery by an upward revision of the sterling value of North Sea oil savings and from various technical changes in the exchange rate used.

The terms of trade—the ratio of export prices to import prices—are expected to improve

by about 10 per cent. next year, expected to contain public spending. The Institute argues that "the market's worst fears, with respect both to sterling and interest rates, have now been realised, and improvement from now on, if slow, is likely."

Target

It suggests that the authorities should be able to sell the required amount of gilt-edged stock outside the banking system to reach their money supply target, provided Consol rates remain around present levels.

Summary of Forecast on unchanged policies (August figure in brackets)

	Real GDP (per cent. change, Year/Year)	Real personal disposable income (per cent. change, Year/Year)	Unemployment (fourth quarter, million)	Money supply (M3, per cent. change, end-year)	Consumer prices (per cent. change, Year/Year)	Current account balance (Year, £ billion)	Exchange rate (fourth quarter, £ per \$)	Terms of trade goods =100	Public sector borrowing requirement (fiscal year, £ billion)
1976	1.0 (3.3)	-1.2 (-1.1)	1.3 (1.3)	11.8 (10.0)	15.5 (15.9)	-1.7 (-1.9)	1.65	86.7 (84.6)	10.4 (11.7)
1977	1.7 (3.6)	-1.9 (-0.9)	1.3 (1.2)	11.0 (10.9)	13.2 (12.7)	1.1 (-1.5)	1.68 (1.65)	92.8 (81.8)	8.2 (9.5)
1978	0.2	1.4	1.5	10.1	8.5	5.0	1.80	101.6	6.0

is projected to rise by 6.4 per cent. next year, and 4.1 per cent. in 1978, compared with rises of 8 and 6 to 7 per cent. respectively in world trade.

Projections

Thus, the assumption is that Britain will not show much improvement on the typical past performance of exports, which have tended to rise about two-thirds as rapidly as world trade.

Imports are, however, expected to grow only very slowly—by 2.3 per cent. next year and 3.3 per cent. in 1978—because of the impact of North Sea oil, the slow growth in the economy as a whole and import substitutions after the depreciation.

Both the export and import volume projections for next year are less favourable than the August forecast. Thus it is the revision in the terms of trade projection which explains all of the change in the current account forecast.

On the borrowing requirement the Review projects an outcome of £10.4bn. for the current financial year (in line with other recent non-Government forecasts), £8.2bn. in 1977-78 and £6bn. in 1978-79, on unchanged policies, in 1978-79.

In August, the Institute was projecting a public sector borrowing requirement of £9.5bn. in 1977-78. The change is explained by the impact of the higher levels of prices and earnings now assumed on revenue, while cash limits are

Stockbuilding is expected to be positive in both 1977 and 1978, largely because of the heavy rundown of stocks in 1975.

Employment is expected to fall again in mid-1977, having recovered from the middle of this year. But the implications for unemployment would be considerably worse if productivity were to grow at or even near its trend rate of 3 per cent.

But a poorer than usual productivity improvement is envisaged because of pressures on employers from unions and on the rate of inflation to

and thereafter it is assuming a rise of 12 per cent. a year.

The Review highlights the pressures for consolidation of the original £6 and to restore differentials which in total could push the earnings rise up to 25 per cent., though the Government will clearly be trying to obtain the lowest possible figure.

Retail prices are expected to be principally affected by the projected stabilisation, and then appreciation, in the exchange rate. This is expected to pull down the rate of inflation to

around 8 per cent. in 1978. Profit margins are expected to be rebuilt until the end of 1977, but then come under substantial pressure.

The forecast of an appreciating exchange rate also means that by the end of 1978, export price competitiveness in foreign markets will also have returned virtually to its 1970 level.

On earnings, the Institute is sticking to its August forecast of a rise of 9 per cent. in 1977, until the end of July, the second stage of the pay policy,

recent redundancy legislation. Unemployment is accordingly expected to start rising again in late 1977. The official forecasts may, however, be gloomier than this.

On earnings, the Institute is sticking to its August forecast of a rise of 9 per cent. in 1977, until the end of July, the second stage of the pay policy,

recent redundancy legislation. Unemployment is accordingly expected to start rising again in late 1977. The official forecasts may, however, be gloomier than this.

On earnings, the Institute is sticking to its August forecast of a rise of 9 per cent. in 1977, until the end of July, the second stage of the pay policy,

recent redundancy legislation. Unemployment is accordingly expected to start rising again in late 1977. The official forecasts may, however, be gloomier than this.

(NET ACQUISITION OF FINANCIAL ASSETS)

	1975	1976	1977 Forecast	£ billion 1978
Public	-8.3	-9.5	-7.4	-4.5
Company	-0.4	+1.1	+2.2	+1.9
Personal	+4.3	+4.1	+5.7	+7.0
Overseas	+1.7	+1.7	-1.1	-5.0
Residual error	+0.9	+0.6	+0.6	+0.6

Source: Financial Statistics, National Institute estimates

Investment upswing may be on way in OECD countries

BY PETER RIDDELL

THE NATIONAL Institute has only slightly lowered its forecasts for the growth in the Organisation for Economic Co-operation and Development countries' Gross Domestic Product next year since its last review in August.

It still remains moderately optimistic, believing an upswing in investment is on the way. OECD aggregate GDP is expected to rise by 5.1 per cent. this year and 4.5 per cent. in 1977. However, in a preliminary assessment of 1978, the Institute suggests there will be a quite marked slowing-down concentrated mainly in the U.S., but that growth is likely, even so, to be about 3.4 per cent.

In its appraisal, the Institute argues that it is "incumbent" on the industrial countries which have been running large surpluses—Germany and Japan—to take steps to reduce them. If they fail to do this, the developing countries rising from world recovery is likely to be 13bn. to 16bn. SDRs next year.

It still remains moderately optimistic, believing an upswing in investment is on the way. OECD aggregate GDP is expected to rise by 5.1 per cent. this year and 4.5 per cent. in 1977. However, in a preliminary assessment of 1978, the Institute suggests there will be a quite marked slowing-down concentrated mainly in the U.S., but that growth is likely, even so, to be about 3.4 per cent.

In its appraisal, the Institute argues that it is "incumbent" on the industrial countries which have been running large surpluses—Germany and Japan—to take steps to reduce them. If they fail to do this, the developing countries rising from world recovery is likely to be 13bn. to 16bn. SDRs next year.

It still remains moderately optimistic, believing an upswing in investment is on the way. OECD aggregate GDP is expected to rise by 5.1 per cent. this year and 4.5 per cent. in 1977. However, in a preliminary assessment of 1978, the Institute suggests there will be a quite marked slowing-down concentrated mainly in the U.S., but that growth is likely, even so, to be about 3.4 per cent.

In its appraisal, the Institute argues that it is "incumbent" on the industrial countries which have been running large surpluses—Germany and Japan—to take steps to reduce them. If they fail to do this, the developing countries rising from world recovery is likely to be 13bn. to 16bn. SDRs next year.

It still remains moderately optimistic, believing an upswing in investment is on the way. OECD aggregate GDP is expected to rise by 5.1 per cent. this year and 4.5 per cent. in 1977. However, in a preliminary assessment of 1978, the Institute suggests there will be a quite marked slowing-down concentrated mainly in the U.S., but that growth is likely, even so, to be about 3.4 per cent.

In its appraisal, the Institute argues that it is "incumbent" on the industrial countries which have been running large surpluses—Germany and Japan—to take steps to reduce them. If they fail to do this, the developing countries rising from world recovery is likely to be 13bn. to 16bn. SDRs next year.

It still remains moderately optimistic, believing an upswing in investment is on the way. OECD aggregate GDP is expected to rise by 5.1 per cent. this year and 4.5 per cent. in 1977. However, in a preliminary assessment of 1978, the Institute suggests there will be a quite marked slowing-down concentrated mainly in the U.S., but that growth is likely, even so, to be about 3.4 per cent.

Europe energy link-up urged

By Ray Daffer, Energy Correspondent

EUROPEAN countries are urged to co-operate more in energy research and development in a chapter on energy prospects.

It is claimed that the requirements for securing sufficient long-term energy supplies exceed the human, physical and financial resources of even the largest countries.

The author, Mr. G. F. Ray, of the National Institute, argues that international co-operation on the development of such infinite resources as solar, wind and wave energy, is needed more urgently than proposed.

"Because the lead time for new forms of energy is so long it is unrealistic to expect that any new form of energy can be successfully introduced by the end of this century, unless the basis for it is found very soon and preliminary research and development work is undertaken now."

"Action is needed, more urgently than hitherto, if a future energy basis of mankind is to be secured." For the time being, the long-term energy outlook remained blurred.

The report indicates that European energy consumption in five years to 1980 will rise to the levels before the 1973 crisis. By 1985, the growth should have been faster, partly by the more efficient of energy planned from 1980.

Some of the savings should come from the gradual switch to more efficient forms of energy, such as natural gas, base-load nuclear power, from new and more efficient equipment.

Recent comparisons of end-uses have shown that in the 47.5 per cent. of primary energy is efficiently used, whereas Europe's figure is nearer 30 per cent.

During the next decade, European dependence on imported oil is expected to decline relative terms.

The three main pillars of projection are increased use of natural gas—from the North Sea, Ireland, and elsewhere like Algeria and Russia—substantial production of North Sea oil, and the area of a large capacity of nuclear generation.

"Although each of these seems a sturdy enough pillar, a few uncertainties cannot be entirely discounted. The report continues. 'It might be problems of natural gas availability, for instance."

Technical troubles might at North Sea oil production though the report has shown that output might be higher than at present forces."

Exploration

There is a possibility North Sea production could become unprofitable if oil prices collapse; this situation would further exploration work.

But studies at Surrey University have shown that even sharp declines in world prices would leave existing fields in British sector sufficiently profitable for supplies to be available to the mid-1980s.

However, a sharp price slump, says Mr. Ray, would leave the report's energy supplies could be hampered by a fall-back in nuclear programme which already surrounded by technical and environmental uncertainties.

Inflation forecasts 'underestimated'

BY PETER RIDDELL

THE NATIONAL Institute has tended to underestimate the future rate of inflation in its forecasts in recent years, according to an article in the new issue of its quarterly Review.

The article examines the accuracy of the National Institute's forecasts of incomes, inflation and employment from 1965 to 1975.

The author, Mr. A. J. H. Dean, of the Institute's staff, points out that the accuracy of the forecasts has generally increased in relative terms, although it has deteriorated in absolute terms, partly, perhaps, because of higher inflation.

The performance in 1974 was particularly poor but there has been a distinct improvement in 1975 and 1976 for forecasts of

personal incomes, inflation and employment. The weakest performance was in 1974 when the forecasts for real personal disposable income seriously underestimated the outcome and contributed to over-optimistic forecasts of consumer expenditure and Gross Domestic Product.

The article also points out that there has generally been an improvement in accuracy of the forecasts between the February and May issues of the Review and partly because the budget changes are known by the latter date.

On unemployment, the rise since the beginning of 1974 has been underpredicted while the 1975 and 1976 forecasts of

Consequently, consumer spending is expected to fall slightly next year, after its hesitant recovery in 1976 with real disposable income dropping by 1.9 per cent. after a fall of 1.2 per cent. this year.

The level of private house-building is projected to fall before some slight growth in 1978.

Investment

Manufacturing investment is expected to grow by about 10 per cent. next year, largely because the forecast had been carried out with various alternative assumptions. For example, a cut of £2bn. in public spending in 1977-78 has been assumed.

This would reduce the public sector borrowing requirement by about £1.2bn. below the main

forecast because of the impact on the level of economic activity, though, unemployment is only forecast to rise by 100,000 by the end of 1977 and by 200,000 by the end of 1978.

The current account surplus is, however, increased, the exchange rate appreciates and the projected rise in consumer prices is lower in 1978 as a result, compared with the main forecast.

The Institute has also fed its computer model of the economy the assumption of a rise in indirect taxes of £2bn. in 1977-78.

This feeds directly into the consumer price index but the

forecast because of the impact on the level of economic activity, though, unemployment is only forecast to rise by 100,000 by the end of 1977 and by 200,000 by the end of 1978.

The current account surplus is, however, increased, the exchange rate appreciates and the projected rise in consumer prices is lower in 1978 as a result, compared with the main forecast.

The Institute has also fed its computer model of the economy the assumption of a rise in indirect taxes of £2bn. in 1977-78.

This feeds directly into the consumer price index but the

forecast because of the impact on the level of economic activity, though, unemployment is only forecast to rise by 100,000 by the end of 1977 and by 200,000 by the end of 1978.

The current account surplus is, however, increased, the exchange rate appreciates and the projected rise in consumer prices is lower in 1978 as a result, compared with the main forecast.

The Institute has also fed its computer model of the economy the assumption of a rise in indirect taxes of £2bn. in 1977-78.

This feeds directly into the consumer price index but the

forecast because of the impact on the level of economic activity, though, unemployment is only forecast to rise by 100,000 by the end of 1977 and by 200,000 by the end of 1978.

The current account surplus is, however, increased, the exchange rate appreciates and the projected rise in consumer prices is lower in 1978 as a result, compared with the main forecast.

The Institute has also fed its computer model of the economy the assumption of a rise in indirect taxes of £2bn. in 1977-78.

This feeds directly into the consumer price index but the

How more offices and service industries now qualify for increased government grants

Greatly increased financial aid for offices and service industries has recently been announced by the government to encourage the growth of employment in the Areas for Expansion.

Now, new projects set up in these Areas can qualify for the improved grants, in addition to moves by existing businesses into these Areas.

Full details of the incentives are set out in a new leaflet. To find out more about how they could apply to your company, send the coupon now, or telephone 01-211 6486

(24-hour answer service on 01-834 2026).



What are the improvements in aid?

An increase from £800 to £1,500 in the grant for each employee moved with his work to the Areas for Expansion (up to a total of half the jobs created in the Areas).

New grants of up to £1,500 for each new job created in many Areas.

Rent-free office accommodation for up to 7 years.

These aids continue:

Removal grants. Help towards capital expenditure other than on accommodation.

Who can benefit?

Offices. Research and Development Units. All Service Industry undertakings not serving primarily local needs.

Send for this new leaflet

To: The Industrial Expansion Team, Department of Industry, Millbank Tower, Millbank, London SW1P 4QU.

Please send me a copy of your new leaflet 'Offices and Service Industries'.

Name _____

Position in Company _____

Company _____

Nature of Business _____

Address _____

FT 26/11S

The Areas for Expansion

ISSUED BY THE DEPARTMENT OF INDUSTRY in association with the Scottish Economic Planning Department and the Welsh Office.

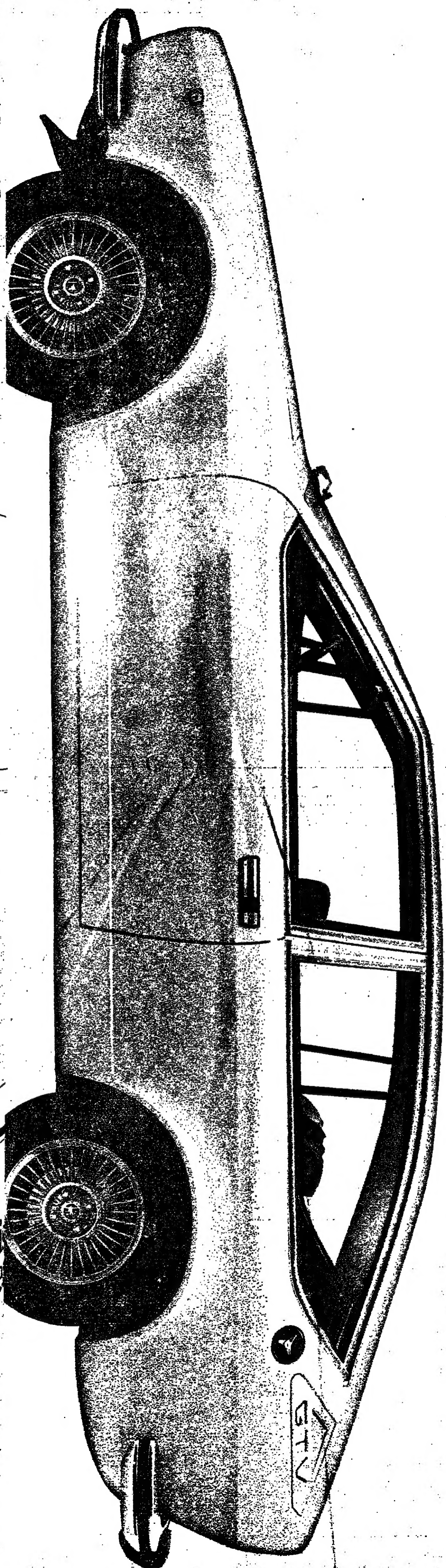
01-211 6486

THE NEW ALFETTA GTV WHEN YOU WANT TO BE STIRRED, NOT SHAKEN.

A 2-door, four seater, high performance sports coupé without shake, rattle or roll. The new Alfetta GTV 2000. Naturally, it's fast (in excess of 120 mph). Obviously, it's beautiful. Surprisingly, it's economical (around 28 mpg). And, for the record, it has sculptured seats, 5-speed gearbox and a multiplicity of extras that come as standard. The supremely civilised Alfetta GTV 2000 at £4,799 and the Alfetta GT 1.6 at £4,099. Drivers, only, need apply.

Prices include Car Tax and VAT but exclude number plates, seat belts, alloy wheels and delivery charges. For information (including Duty Free, Military and Diplomatic Sales) contact: Alfa Romeo (Great Britain) Ltd., Edgware Road, London NW2 6LX. Tel: 01-450 8641.

Alfetta from *Alfa Romeo*



Jeffrey M. Kline

ent upswing
on way
D countries

s outlined

ustries

Send
for the
new le

HOME NEWS

Benn asks Yamani for price restraint

By Ray Dafter, Energy Correspondent

A PLEA for pricing restraint was made to Sheikh Yamani, Saudi Arabia's Oil Minister, by Mr. Anthony Wedgwood Benn, Energy Secretary, yesterday.

Mr. Benn re-emphasised the Government's concern that if OPEC opted for a substantial price increase from January 1, the economies of Britain and other industrialised countries could be knocked off-course.

OPEC countries are relying on Saudi Arabia to press the case for pricing restraint at the next meeting of OPEC on December 20.

The two oil Ministers met for 30 minutes at the Scottish Office in Edinburgh. Apart from the state of world economies, the topics of discussion included the build-up of oil production from Britain's North Sea reserves.

Apparently, Mr. Benn laid particular emphasis on the pressure the Government was making with offshore operators in a bid to have a State presence in all the U.K. oil fields. The industry's response in the latest round of exploration licences was also discussed.

During the meeting, described as "good and friendly," Sheikh Yamani renewed his invitation for Mr. Benn to visit Saudi Arabia in the New Year when the Energy Secretary will also be president of the EEC Energy Council.

Mr. Benn had arranged to meet Sheikh Yamani on his way to the Shetland Islands. This part of the trip was postponed because of pressure of work.

Dr. Dickson Mahon, Minister of State, Energy—who also attended the Scottish Office meeting—deputed on the visit to the Sullom Voe oil terminal.

The fact that Mr. Benn flew to Scotland specifically for the meeting with Sheikh Yamani indicates the importance the Government attaches to its plea for OPEC price moderation.

Electricity demand up only 2%

By Roy Hodson

DEMAND for electricity is expected to rise by only 1.2 per cent, in 12 months ending next April, Sir Arthur Hawkins, chairman of the Central Electricity Generating Board, said yesterday.

Demand for electricity fell 3.3 per cent, in 1975/76 as a result of industrial recession, a mild winter and higher prices.

Price is having a more marked effect on electricity consumers than ever before, according to the Board.

Nearly all the increase in demand for 1976/77 is expected to come from the industrial sector.

Domestic consumers of electricity are economising to such an extent that no growth in domestic consumption is expected by the Board this financial year.

Energy consumption in Britain in the third quarter was 3 per cent, higher than the same period a year ago, according to the Department of Energy's Energy Trends figures published last night.

Mining

While the power stations were using slightly more coal than a year ago in the third quarter output from the coal mines continued to fall and was 8 per cent below the same period in 1975.

The Government, the mining unions, and the National Coal Board, have convened a tripartite committee to examine the reasons for falling productivity in mining. This has been a consistent trend this year.

Coal Board plans for the expansion of open-pit mining are progressing well, however, Open-pit output between August and October was 500,000 tons more than in the same period last year, representing an increase of nearly 20 per cent.

The lower value of the pound is reflected in Department of Energy figures for the cost of crude oil imports. In the first nine months of 1976 these cost almost 35 per cent more than in the same period last year. That was in spite of a drop of about 2.5 per cent in the volume of crude oil imported.

New footwear orders up 2%

By James McDonald

NET NEW orders in the depressed British footwear industry in June, July and August were 2 per cent higher than in the previous three months. But at the end of August the total order book was 17 per cent lower than at end-May, to-day's date and industry says.

During the same three months, deliveries from the industry were 1 per cent, higher than in the previous quarter. It is pointed out, however, that this index is based on the value of total sales and work done by footwear manufacturers.

Seasonally adjusted, deliveries of shoes in September are estimated at 14.5m (against 12.5m in August and 14.1m in September 1975).

North Sea resources are wasted, claim oil experts

BY RAY DAFTER, ENERGY CORRESPONDENT

THE OIL industry commentators claim today that thousands of jobs and millions of pounds in revenue are being lost because of the way North Sea oil fields are being exploited.

In a study of offshore operators, Prof. Peter Odell and Dr. Kenneth Rosing, both of the Economic Geography unit at Erasmus University, Rotterdam, conclude that there is an appreciable gap between estimates of technically recoverable reserves and the estimates of reserves economically recoverable in the light of price cost and tax considerations. There was a tendency for companies to "cream" the fields in order to achieve maximum profitability.

Extrapolating the conclusions from the study of three fields, the authors claim that the "loss"

in 1980 to the British economy from less-than-maximum production could be in the order of \$3.5bn. in foreign exchange and £1.8bn. in Government revenues.

The direct number of jobs "lost" as a result of current development practice was more than 12,000. Job security in the existing offshore supply industry had also been hit.

Professor Odell and Dr. Rosing are well known in the oil industry for their criticisms of offshore development practices and conservative forecasting. But in their latest report they also attack the U.K. Government.

Yesterday's and today's decision-makers seem likely to have a great deal of explaining to do when the shortcomings in their decisions on the development of major North Sea oil

fields on both economic and conservation grounds are eventually revealed for what they were and continue to be.

These shortcomings boiled down to the "Governmental acceptance of what should have been the unacceptable fact of the creeping of the North Sea's oil fields, for no better reason than that of general failure to recognise the optimisation of the short-term commercial interests of the companies concerned in developing the fields are not identical with the broader national interest."

Theoretically, the creation of the British National Oil Corporation should help to further Government objectives, the authors argue. "However, the way in which BNOC has been constituted, in terms of the

behaviour it must observe when working jointly with private enterprise in developing a field, is such that its objectives must become identical with those of its private oil company partners."

The study is based on an analysis of BP's Forties Field, Amoco's Montrose Field and Occidental's Piper Field. It is claimed that the companies' optimum quantity of economically recoverable oil from the three fields is 2.76bn. barrels. The authors feel that in the country's interest the optimum should and could be 3.5bn. barrels.

Optimal Development of the North Sea's Oil Fields, by Peter Odell and Kenneth Rosing, Rogan Page, 116p, Pentonville Road, London N1 9JN, £30.

BBC world programme sales boom

By Arthur Sandles

BBC COMMERCIAL activities other than publishing produced more than £4m. gross in the half year to September 30 as world sales of programmes such as the Six Wives of Henry VIII and the Oneida Line continued to boom.

BBC Enterprises is the Corporation's marketing arm handling such activities as records, merchandising, exhibitions and production facilities as well as programme sales abroad. Enterprises has sales teams in London, Sydney, and Toronto, as well as agency deals in other territories.

Overall sales for the half year are up by 21 per cent, and sales in the U.S. and Latin America are up by 15 per cent. To improve on these figures, the Corporation is planning a one-week intensive sales effort next February.

Then, the world's top 100 television programme buyers will be invited to Britain for the screening of all the Corporation's sales offerings, including The Duchess of Duke Street and I Claudius. At the moment, this type of show is proving the most successful in sales terms, along with series such as The Brothers.



It was meet-the-people day for Mrs. Margaret Thatcher when she visited Cambridge yesterday in support of the Conservative candidate in next Thursday's by-election. But one person she did not meet was Mr. Edward Heath, her predecessor as leader of the Conservative Party. He was to address a meeting there later in the evening.

Tories select candidate for Dorking

Financial Times Reporter

MR. KEITH WICKENDEN, chairman of European Ferries, has been adopted as Conservative candidate for Dorking, where he will defend a majority of more than 10,000 at the next general election.

It was Mr. Wickenden's third attempt to seek adoption after failures at Huntingdon and Cambridge. He said yesterday that if he became an MP, it was unlikely to affect his position at European Ferries.

Adoption at Dorking comes less than a month after European Ferries' notable political success in preventing the State-owned British Transport Docks Board takeover of Felixstowe Docks. The port was acquired by a private Bill transferring ownership to the Docks Board was defeated in the House of Lords last month.

Among those short-listed at Dorking were Mr. Jack Bruce-Gardner, a former junior minister, and Mr. Peter Brook, son of the former Conservative Home Secretary, Mr. Henry Brook. The sitting Member, Sir George Sinclair, is to retire at the end of this Parliament.

Airports chief to head CAA

By Michael Donne, Aerospace Correspondent

THE DEPARTMENT of Trade confirmed last night that Mr. Nigel Foulkes, part-time chairman of the British Airports Authority, is to become part-time chairman of the Civil Aviation Authority when Lord Boyd-Carpenter retires on March 31.

This change, revealed in yesterday's Financial Times, also means that Mr. Norman Payne, at present chief executive of the Airports Authority, will move up to become chairman of that body. The Department also said that Mr. Robin Goodson, at present deputy chairman of the Civil Aviation Authority, will remain in that post for a further nine months from January 1 to September 30, 1977.

'Skytrain' appeal nears end

THE APPEAL over Laker Airways' cent-price 'Skytrain' service between London and America reached its closing stages in the Court of Appeal yesterday.

The Government is challenging Mr. Justice Morritt's ruling in July in favour of Mr. Laker. The judge held that Mr. Peter Shore, the former Trade Secretary, acted outside his powers when he set about changing civil air transport policy—which included the axing of 'Skytrain'—in a White Paper last February.

Mr. Andrew Bateson QC, for the company and Mr. Freddie Laker, completed his submissions.

He said the evidence before the Court disclosed that the U.S. authorities were no bar to 'Skytrain'. It was an important point in the appeal that no international difficulty arose over introduction of 'Skytrain'.

The purpose of the Civil Aviation Act was to secure that British airlines provided a service which satisfied all public demand to a high standard of safety and to give opportunities for a satisfactory financial return to an airline, other than one run by British Airways.

The White Paper guidelines issued by Mr. Shore to the Civil Aviation Authority were to secure that British Airways alone provided the service from London to New York, even though it did not satisfy all public demands.

Alternatively, the guidelines were to secure that an airline, other than one run by British Airways, did not have the opportunity of providing a similar service, thus creating a monopoly for British Airways.

Mr. Bateson QC, the Attorney-General, was completing his submissions in reply when the hearing was adjourned until today. Judgment is expected to be reserved.

Newport County's aid plea rejected

By Michael Thompson-Neal

THE FOOTBALL club Newport County, said yesterday that it could not continue after December 11 unless it was taken over.

Earlier this week the Fourth Division club's appeal for help to Newport Corporation was rejected, and yesterday, representatives of the Newport Board were told by the bank that the club's overdraft of £50,000 could not be extended, in spite of offers from the directors of additional guarantees. Newport's debts total £110,000.

Mr. Keith Saunders, the club secretary, said last night: "There have been rumours that a consortium of local businessmen was putting together an offer, but they had better come forward, before it is too late."

Although Newport's cash flow problem is modest by first division standards, it is still in serious straits. The club's weekly wages bill and match expenses are about £14,000, whereas average net receipts are as little as £800 a match. "That still leaves us with all the running costs," Mr. Saunders said.

County are fourth from bottom of the first division and have won only one of its six home league games this season. On the other hand, they won their FA Cup first-round replay against Doncaster on Tuesday, and picked up £2,500. "I suppose a run in the Cup could save the situation for a while," Mr. Saunders said, "but the situation remains serious."

A statement by the Newport Board yesterday said that a takeover of the club must include assumption of all liabilities, plus the present directors' personal guarantees and commitments.

The 32-member club of the Football League are now shouldering a £10m. debt, thought to exceed £12m. Some such as Portsmouth, are in a serious situation, although it is 14 years since Accrington Stanley went out of business.

Voluntary pact may clear way for tobacco substitute

By Stuart Alexander

AN INTERIM voluntary agreement on the introduction of substitutes and additives in cigarettes will be thrashed out between the tobacco industry and the Government in the near future. This will allow U.K. marketing of cigarettes containing New Smoking Material on Cigarettes, the introduction of amending legislation to the Medicines Act, promulgated by Prime Minister in the Commons after the Queen's Speech.

The Hunter Committee, set up by the Government to monitor testing of the substitutes, has received the findings of the companies involved, notably, ICI's and Imperial's joint development of New Smoking Material in Scotland and the Celandine Corporation's Cytel in America.

The green light for these and other additives has already been delayed but it is hoped that a go-ahead may be given by February or March and it is thought that the manufacturers may be able to begin production and promotion soon after that.

However, there is a suggestion that Customs and Excise, which administers the levying of taxation on cigarettes, may wish to see the introduction of substitutes delayed until January 1, 1978, when Britain is due to harmonise its taxation system with the EEC. The new system will mean a greater emphasis on the end-product value, including packaging and coupons rather than the traditional method of taxing cigarettes in the U.K., which was on the weight of tobacco used.

Manufacturers like Imperial, which has a half share in the Cytel plant in Scotland, and Gallaher, which has a five-year contract running with Celandine from 1974, are anxious to end the delay to the introduction of substitutes.

There has been a growing demand for low-tar cigarettes. Under the latest move, the manufacturers will be able to receive an interim go-ahead from the Department of Health and Social Security—which will be

firmly in charge of smoking materials—as long as they give an undertaking to apply for an licence to use substitutes in due course and as long as those substitutes meet the projected legislative guidelines.

If the industry had to wait for amending legislation to the Medicines Act, it could be almost two years from now—Mr. Callaghan does not intend to provide any Parliamentary time this session—before the introduction of substitutes. This would affect not only marketing prospects in the U.K. but in many other countries which are looking to Britain for a lead.

The new material is already available in German and Swiss brands of cigarette with markedly different rates of success. The green light for these and other additives has already been delayed but it is hoped that a go-ahead may be given by February or March and it is thought that the manufacturers may be able to begin production and promotion soon after that.

However, there is a suggestion that Customs and Excise, which administers the levying of taxation on cigarettes, may wish to see the introduction of substitutes delayed until January 1, 1978, when Britain is due to harmonise its taxation system with the EEC. The new system will mean a greater emphasis on the end-product value, including packaging and coupons rather than the traditional method of taxing cigarettes in the U.K., which was on the weight of tobacco used.

Manufacturers like Imperial, which has a half share in the Cytel plant in Scotland, and Gallaher, which has a five-year contract running with Celandine from 1974, are anxious to end the delay to the introduction of substitutes.

There has been a growing demand for low-tar cigarettes. Under the latest move, the manufacturers will be able to receive an interim go-ahead from the Department of Health and Social Security—which will be

firmly in charge of smoking materials—as long as they give an undertaking to apply for an licence to use substitutes in due course and as long as those substitutes meet the projected legislative guidelines.

National Bus Western region director to be chief executive

By Ian Hargreaves, Industrial Staff

MR. ROBERT BROOK, director of the National Bus Company's Western region, is to take over as the company's chief executive on January 1, 1977, when Mr. Frank Poulton, director of NBC's Southern region, is to be replaced by Mr. Jim Skyrme.

Mr. Brook replaces Mr. Jim Skyrme, who retires at the end of this year after four years in the top job. His deputy is to be Mr. Frank Poulton, director of NBC's Southern region.

Mr. Brook's appointment

comes shortly after the completion of the company's 25th anniversary celebrations. Mr. Brook has been with the company since 1952, when he joined the Western region. He has worked for Tilling, Associated, Western National, Cumberland Motor Services, and Thames Valley.

In 1968, he became general manager of North Western Road Car, Stockport, and in 1972 he was appointed director of the Midlands division, before taking up his present position which is based in Driffield.

Mr. Poulton has spent 30 years in the bus industry, much of it in the Midlands.

State intervention 'no answer to economic problems'

By Michael Blanden

ECONOMIC SUCCESS cannot be delivered by governments of either the left or the right through increasing intervention in the national industrial life, can make Britain grow? Professor R. J. Ball said in the Manchester last night.

The main thrust of government policy should be in the direction of creating an economic and social framework within which the creative abilities of our citizens can be released, he declared.

Professor Ball, Principal of the London Graduate School of Business Studies, was delivering the annual Institute of Bankers Ernest Symes Memorial Lecture.

He said that the chief importance of the recent incomes policies has not been in directly reducing the rate of inflation, but in partially restoring the battered finances of the company sector and preventing a yet higher increase in unemployment than would result from the effective bankruptcy of British industry.

The result of this government approach had been to transform the mixed economy, which from

many points of view has been delivered by governments of either the left or the right through increasing intervention in the national industrial life, can make Britain grow? Professor R. J. Ball said in the Manchester last night.

The main thrust of government policy should be in the direction of creating an economic and social framework within which the creative abilities of our citizens can be released, he declared.

Professor Ball, Principal of the London Graduate School of Business Studies, was delivering the annual Institute of Bankers Ernest Symes Memorial Lecture.

He said that the chief importance of the recent incomes policies has not been in directly reducing the rate of inflation, but in partially restoring the battered finances of the company sector and preventing a yet higher increase in unemployment than would result from the effective bankruptcy of British industry.

The result of this government approach had been to transform the mixed economy, which from

More over, reductions in the sector deficit would not necessarily have such disastrous longer-run effects on the level of employment as the traditional Keynesian analysis would predict.

The secondary effects on the growth of the private sector from cuts in Government spending could reduce the growth of the money supply, stabilise or even drive up the exchange rate and reduce the rate of inflation at the level of interest rates.

He said that Government planning or control of investment to ensure that it was made in the right place at the right time and in the right proportions would not bring better results.

"I suggest that those who believe that there is a function that can be efficiently carried out by central government are deluding themselves."

"We need a flexible economic system that will respond to market needs, both domestically and internationally, and whose future depends on the capacity to create new markets, new products and new technology."

Scots industry output down

By James McDonald

INDUSTRIAL production in Scotland in the first three months of this year was a little over 1 per cent below the level of the same period last year.

Taking 1970 as 100, the index was 104.0 during January, February and March compared with 105.3 a year earlier.

The first-quarter figure, however, was a little over 1 per cent below the level of the same period last year.

Substantial falls of over 10 per cent are shown in metal production—down 18 per cent, compared with the first quarter of 1975.

The index for all manufacturing production was down by 1.3 per cent over the year, but reached its lowest point since 1970 in the third quarter of last year.

The latest two quarters provide some evidence that output was emerging from last year's trough, says the article.

It is pointed out that the 24 per cent fall in the vehicles and aircraft—over the year—partly reflects the very low level of output from Chrysler's Linwood plant in the final quarter of the period.

Although the mechanical and instrument engineering group in the first quarter of this year was still producing below the 1970 level, the index, at 85, showed a recovery, reaching its highest level since 1975.

Production in metal manufacturing fell steadily after 1973 to reach its lowest point since 1970 in the third quarter of last year.

The latest two quarters provide some evidence that output was emerging from last year's trough, says the article.

It is pointed out that the 24 per cent fall in the vehicles and aircraft—over the year—partly reflects the very low level of output from Chrysler's Linwood plant in the final quarter of the period.

Although the mechanical and instrument engineering group in the first quarter of this year was still producing below the 1970 level, the index, at 85, showed a recovery, reaching its highest level since 1975.

Call for freer bargaining

By Kenneth Gooding, Industrial Correspondent

THE NEXT stage of the pay policy must give industry the chance to negotiate meaningful productivity deals with the trade unions, Mr. Stanley Race, president of the Glass Manufacturers Federation said in London yesterday.

The glass container industry had suffered heavily in the future—£10m over the past five years in plant, equipment and research and development.

"Now we must not be denied the opportunity to make that investment," he said, "through increased productivity, and with

commensurate rewards for our employees."

Mr. Race believed that freer collective bargaining could take place without resulting in inflationary wage increases.

He expressed the hope that if consolidation of supplementary payments was considered, the cost to continuous process and labour-intensive industries would not be overlooked.

"We in the glass industry have established very effective relationships with trade union representatives on the question of productivity. I believe we are now at the stage to carry these further, given the opportunity."

The glass container industry is optimistic about its future and that its long-term competitive edge can be improved still further through increased productivity.

Prior differentials seemed to be moving even more in favour of glass, compared with other packaging materials. This was reflected in the industry's investment programme.

The industry is building its optimistic strength for the next few years, by which time we expect the price differentials and availability of glass to show even clearer advantages over other packaging materials.

Fewer new office permits issued

By James McDonald

THE NUMBER of office development permits issued in the south-east declined sharply in the three months to the end of September compared with a year before.

On average, in the three months to the end of September, 21 permits were issued in the south-east, compared with 27 in the same period of last year.

There were 21 for office development in Central London covering 1.9m square feet, against only 11 permits involving 400,000 square feet in the third quarter of 1975.

Permits were issued for the first of Greater London (825,000 square feet) compared with 36 permits (15m square feet) a year before.





The Technical Page

EDITED BY ARTHUR BENNETT AND TED SCHOETERS

TEXTILES

Loom could beat all comers

SUCCESSFUL completion of the first stages of a major project to develop a British multiphase weaving loom, capable of producing cloth at 3,000 picks per minute (about ten times the production rate of conventional looms), has been described by Mr. P. N. King and Mr. A. D. Paton of Cambridge Consultants, in a presentation at the Shirley Institute.

The first stages of this long-term development programme satisfactorily demonstrated the technical feasibility of pneumatic shedding, a multiphase weaving technique patented by Cambridge Consultants (CCL), which eliminates the reciprocating parts limiting the speed of other prototype multiphase looms being developed in Czechoslovakia, Switzerland and Italy.

Aside from offering the prospect of increased weaving rates and reduced machine costs per unit output, pneumatic shedding also offers advantages of improved reliability by reducing warp yarn breakage since yarns are kept at low tension during shedding. A reduction in operating noise is also likely. CCL has also developed a beat-up motion specifically for use with pneumatic shedding, and this has been incorporated into a design for a 20 cm wide (handkerchief-width) prototype loom.

Now the first stages of the project have been successfully completed, CCL is seeking funding for the next stage. This will include manufacturing the 20 cm wide prototype loom which will weave sample fabric for evaluation by industry. The project so far has been funded by the Department of Industry. Proposals for funding further development have been submitted to the Government and Allied Industries Requirements Board (GARIB) and to selected U.K. machinery manufacturers and users who are being given the opportunity to evaluate the potential of the new loom with a view to taking up licence options.

The presentation at the Shirley Institute, together with an earlier one at WIRA, form part of the company's efforts to make the textile industry aware that work on a high-productivity multiphase loom is being carried out in the U.K.

If successful, this could well lead to a significant new drive in the profitable worldwide weaving machinery market.

Cambridge Consultants, Bar Hill, Cambridge, (0223 62466)

COMPUTERS

BAC given key micro contract

INTELSAT has placed a \$120,000 contract with the Electronic and Space Systems Group of British Aircraft Corporation for the development of a general purpose micro-based computer unit for operation on space satellites.

It will be used primarily for attitude and orbit control and an enhanced version is scheduled for delivery in 1977 to incorporate the latest available micro technology.

Less than 1 watt of power will be required and the memory will be expandable to meet a variety of applications. Up to 350 input/output channels of data will be handled. So this machine will be suitable either for use as the time-shared general purpose machine, or to handle the data coming from space experiments.

BAC will be required to develop a comprehensive suite of programs to operate the equipment.

Although BAC is a major partner in the Intelsat international procurement arrangements, the award of this contract from the U.S., which abounds in microprocessors of all types, is a real accolade for the U.K. company. But BAC had already made avionics history by building the first digitally controlled air intake unit ever designed, for use on Concorde.

BAC also is in the final stages of designing a fault-tolerant semiconductor memory to work with an on-board computer in a satellite. This development is for the European Space Agency, BAC, Weybridge, Surrey KT13 0RN. Weybridge 45522.

PRINTING

Display and keyboard speeds ads

TYPESETTING FOR display advertising can be a time-consuming operation and it is one of the areas in which experts of new technologies have been particularly busy in recent years.

PA Technology and Science Centre in Cambridge has collaborated with Xenetron to produce a video-composer intended to provide a much more efficient way of typesetting such advertising material.

The operator of the unit works from a rough visual and arranges the copy on a display screen in actual point size and layout. The paper tape output from this exercise contains all the format instructions codes the phototypesetting machine needs to set the advertisement exactly as the layout requires.

Repertoire is 128 proportional width characters. Sizes run from 8 to 96-point in 1-point increments. All typesetting, formatting and control functions are run from the keyboard.

Completed advertisements can be displayed same-size, twice-up or half-size and may be copy-fitted visually into a scaled-down page format for positioning.

More from Xenetron, on Chase or rental arrangements, will include full training of operators and stand-in staff who

SERVICES

Cost-cutter at Baric

ADLER Business Computers and the Barelay/ICL data processing subsidiary, Baric Computing Services, are offering industry an invoicing and sales accounting package, based on Adler's TA 10-1 "calculating type-writer."

Baric-Adler facilities will enable companies to complete and retain original documents on their own premises and entirely under their own control, while, at the same time, punching a numeric paper tape from which Baric can compute their analyses and management information.

Baric is recommending that their processing of customers' invoices and sales accounting data be front-ended with TA 10 machines producing numeric punch paper tape simultaneously with document preparation and computing, and aims to overcome two problems: companies' natural reluctance to part with original documentation and the high cost factor in preparing data for computer input from customers' vouchers or in the completion of invoices on a main frame computer.

The Adler-Baric venture began at the end of November with a series of regional familiarising and training seminars for both concern's sales and customer support personnel, although the first jointly negotiated installation, for Fine-Cal in Bristol, has already been completed. They will be offering six basic programs initially, tailored to customers' needs, and TA 10 purchase or rental arrangements will include full training of operators and stand-in staff who

should each be capable of producing more than 100 air-line invoices per day after training.

Adler is at 140 Borough High Street, London, SE1 1LB. 01-407 3191.

HANDLING

Grabs the scrap

REFUSE AND scrap metal can be handled by a five-cylinder, five-bladed grab now being produced by Butters-Westwood.

There are two models, rated at 285 and 385 cu. litres capacity. Each of the times is operated by an individual hydraulic cylinder. The standard grab is fitted with a 270 degree rotating head, and a 360 degree manual swivel is an optional extra.

All component parts are cast for maximum strength and every grab is fitted with a cross-line relief valve to provide compatibility with most types of handling equipment.

The maker is a division of Butters Cranes, Macellars Street, Glasgow G4 1RT (041-427 1441), a Thos. W. Ward Group company.

METALWORKING

Turret lathe from Japan

SMALL BAR and chucking work can be carried out under numerical control on the Ikegai Gemini NC turret lathe built by the Marubeni Corporation in Japan.

Driven by a 7½ hp DC motor, the main spindle has 29 speeds from 100 to 2,500 rpm—optimum cutting speed is automatically selected. A 12-tool turret is fitted which allows 5-tool or 12-tool set-

ups to be employed using only two types of toolholder.

Maximum cutting diameter is 250 mm for 4-tool set-up and 130 mm with a 12-tool set-up. Maximum bar diameter and cutting length capacity are 38 and 300 mm, respectively. The spindle is bored to 45 mm dia. (standard) or 51 mm. dia. (optional).

Using the fitted Ikegai microscope tool setting gauge it is claimed that an unskilled operator can set tools within 0.01 mm accuracy in a few seconds.

Optional extras include a bar feeder and an automatic chip disposal conveyor. Manual hydraulic or collet chucking can be provided. The machine is compact, occupying 2.2 x 2.5 metres.

It is marketed in the U.K. by N.C. Engineering, 26, Benkin Road, Watford, Herts, WD1 8NW (Watford 24398).

ELECTRONICS

One-inch TV square tube

SPECIAL Components Department of Ferranti has added a one inch rectangular tube to its small cathode ray tube repertoire.

Designed for hand-held TV camera viewfinder and other applications requiring a small rectangular picture, the new tube has been developed directly from the existing range.

This new CRT provides a larger useful picture size with minimum volume and weight. It is a direct view tube with, possibly, a simple magnifying lens, but with the high optical quality of the faceplate it can also be used in an optical system.

The new CRT, operating at 7kV with an 11 volt heater supply, offers a degree of resolution typical of more than adequate for 625 line working. With a nominal screen diagonal of 42 mm, giving a useful screen diagonal of 36 mm, the one inch CRT has an overall length of 120 mm, a neck size of 14 mm and weighs 50 gms.

More from Gem M11, Chadderton, Oldham OL9 8NP. 061 624 0515.

SECURITY

Lessening the risk of loss

A BID FOR a larger share of the market for safety and security equipment is to be made by Kent company, Howfield Security Services.

Showrooms are to be opened in December in Ashford Road, Chatham, Canterbury, where equipment ranging from identity cards to intruder alarm systems and fire prevention equipment will be displayed.

The company specialises in security equipment for building and civil engineering sites and apart from design and installation offers a 24-hour maintenance service.

MATERIALS

Adheres to non-stick surfaces

COMPONENTS AND fittings made of rigid or flexible polypropylene and polyethylene are often difficult to bond in place because these plastics have low energy (non-stick) surfaces. Two adhesive tapes, available from 3M United Kingdom, may solve the problem.

Both tapes consist of a transparent, high tack synthetic rubber adhesive that is inseparably bonded to both sides of a closed-cell polyethylene foam. The foam takes up irregularities in the substrate.

The adhesive resists the migration of most plasticisers. Called Scotchmount, the tapes are available in 33 metre rolls in widths ranging from 6 to 120 mm. One has a 0.8 mm thick foam layer and the other has 1.6 mm foam.

Applications include mounting mouldings, trim and fittings, on domestic and commercial appliances and equipment.

Further information is available from the Industrial Specialties Group, 3M United Kingdom, Wigmore Street, London: W1A 1ET (01-465 5521).



PROCESSES

Retards flames

A FLAME retardant process that enables hardboard to meet Class O specification, under BS476 Parts 5 and 6, has been developed by Kentolite, Felcourt, East Grinstead, Sussex. RH19 2JV (0242 23651).

Called Celgard, the process is based on vacuum/pressure impregnation with an aqueous solution of fire resistant salts. It is carried out as a service to customers at Checkendon, near Reading, Berks. Arrangements for the supply of treated hardboard can be made for those not wishing to supply their own board.

Initially, production will concentrate on processing hardboard. Development is in progress to expand the process into other wood-based sheet materials and products.

It is claimed that the process does not affect the original surface characteristics, smoothness and paintability of the hardboard.

Phosphating at lower temperature

INSTEAD OF requiring a near boiling temperature (up to 90 degrees C), a combined degreasing/iron phosphating process developed by Tri-Kem can operate at low heat.

Tri-Fos LQ, can function at near ambient temperature (about 30 degrees C), effecting savings in fuel costs, says the maker. An iron phosphate coating in the range 0.7 to 1 gramme/sq. metre is produced, leaving the steel component ready for painting.

The company has also introduced a smooth grain refined manganese iron phosphating process, Tri-Fos MN, which is said to overcome the need for pre-rinsing dips.

Based at Weedon Road Industrial Estate, Northampton, N5, Kent company, Howfield Security Services, is now operating an analytical and technical advisory service for its customers.

Compresses the rubbish

A £1½m. machine which compresses rubbish into one-and-a-half ton solid bales was commissioned in Glasgow yesterday.

The machine is to be sited at the city's Polmadie disposal plant and will compress rubbish into five-foot long bales with a density of 100 lb/cu. ft.

The bales are to be buried at a tip in the city, where they will be stacked in two tiers and covered with earth and ash. When this tip is finished and has escaped, Glasgow plans to fill another site at Coatbridge, Lanarkshire, with the hope of reclaiming 160 acres for farming.

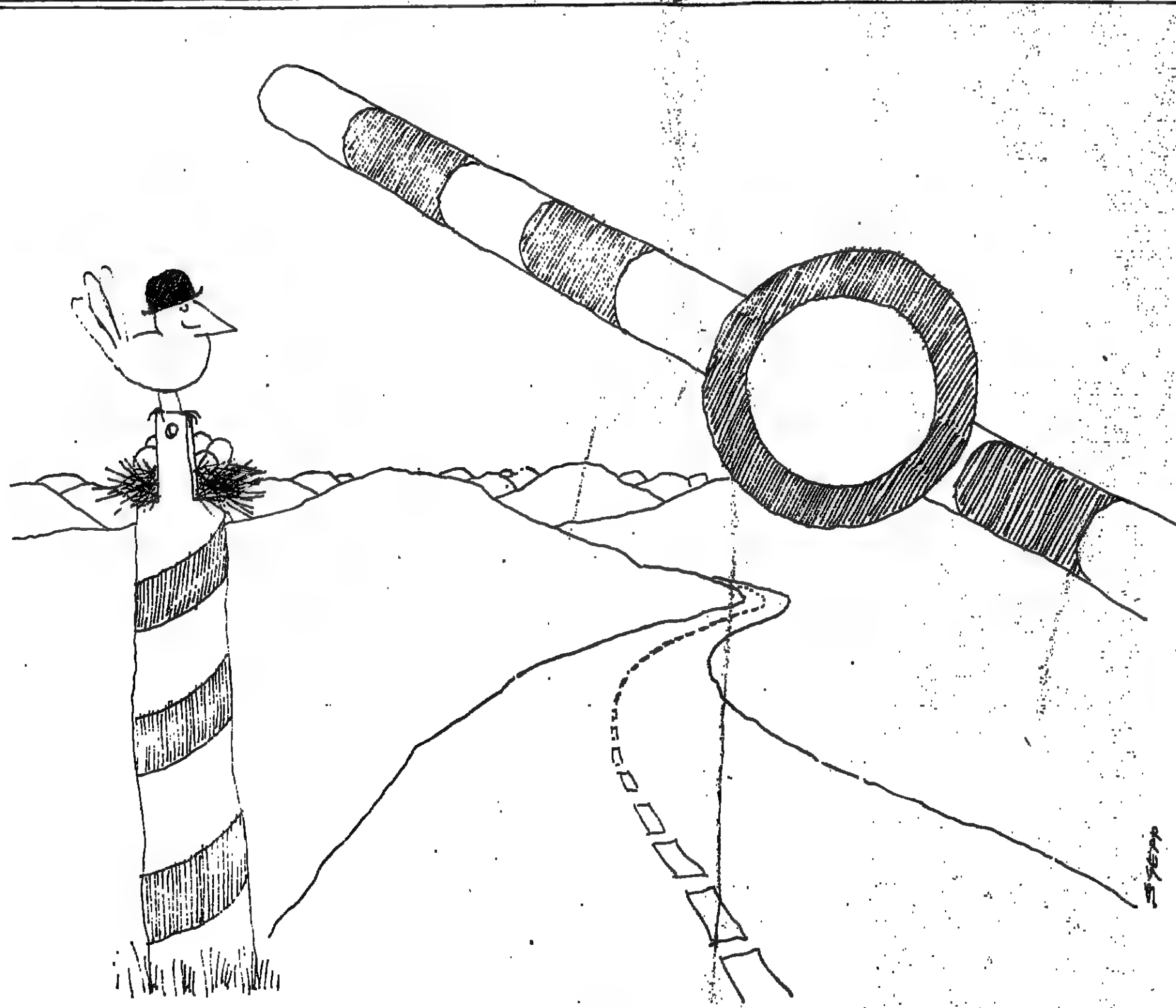
The bales were made by Harri Economy at Bridgend, South Wales. Main contractor for the installation at Polmadie was Murphy Solid Waste Systems Ltd.

By agreement between the Financial Times and the BBC, information from The Technical Page is available for use by the Corporation's External Services source material for its own news broadcasts.



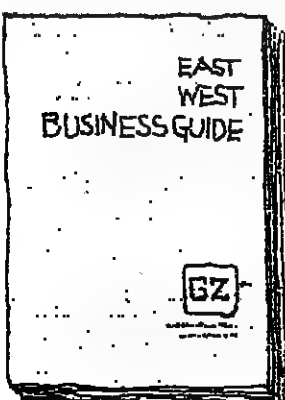
Discuss it with the country's leading independent television system and have it checked through television systems and equipment.

studio 99 video
72-73 Fairfax Road, Swiss Cottage, London NW4 4EE. Telephone: 01-222 2022



Sometimes it's hard work to get through.

Information about business ventures, financing possibilities, contracts, currency and customs regulations in Bulgaria, CSSR, GDR, Hungary, Poland, Romania, USSR and Yugoslavia. Hard work, a lot of research, and plenty of time. So we've published something



that takes care of all that. Our 'East West Business Guide'. A hundred-page book that's filled with all the information you need to simplify the problem of East West trading. The only thing left for you to do, is to fill in the coupon.

Coupon

Please send me your East West Business Guide free of charge.

Name: _____

Position: _____

Company: _____

Address: _____

Girozentrale Vienna

We take you all the way.

Girozentrale Vienna, A-1011 Vienna, Schubertstrasse 5, Tel. 72440, Telex 1-3005 foreign departments (payments, collections, L/C 7-5445 intern. payments, 1-2911 foreign exchange dealers, 1-1540 foreign notes and coins 1-3195 securities transactions, 1-3915 New Issues Syndication Dep. Eurobonds)

PROVISION OF FRESH WATER GENERATORS AND SEWAGE TREATMENT SUITABLE FOR DESERT ISLAND HOTELS, SCHOOLS, HOSPITALS AND PRISONS

AB TurbinService can offer unlimited fresh drinking water and sewage treatment to any requirement, request following details:-

Number of persons to be provisioned for: quantity of water/24 hrs, rough sketch of area, distance from the sea and power supplies:

AB TURBINSERVICE
FACK 2103-145 02 NORSBORG 2
SWEDEN

Phone 010-467 538 6910 Tlx: 11426 Turbine S.
Sotapure Ltd. 22200 Phone: 01-937 8290

مكتبة

The Financial Times



The S-class. All the cars you've ever driven have been leading up to it.

Everyone has their own idea of the car that they would ultimately like to own.

We're happy to say that a lot of people, including many of the world's motoring experts, think that we have the ultimate car in one of our 2.8 to 4.5 litre S-class saloons.

Once behind the wheel, it's not difficult to see why few cars, if any, can offer such a remarkable combination of technically advanced engineering, safety features and comfort.

On the engineering side, you'll find features like our highly developed power assisted steering and twin circuit brakes with discs all round.

Our integrated safety system has long been a shining example to others.

Our timeless body design, for example, conceals one of our most significant inventions, the passenger safety cell.

Proof that beauty can go hand in hand with safety.

At the same time, more recent developments like zero-offset steering, internally adjustable exterior

mirrors and dirt resistant lights are fast becoming standard features on everyday cars.

But maybe the features that best reflect our concern to improve the life of the motorist are the ones that go almost unnoticed.

Like contoured seats and arm rests that are scientifically designed for safer, more comfortable driving.

Of course, one of the problems of being the envy of other manufacturers is that our standard features appear as 'new' or 'revolutionary' on other makes.

On the other hand we are flattered that our cars are being so carefully taken apart to see how we put them together.

To see for yourself just how well we do this, we suggest you take a test drive at your local Mercedes-Benz dealer.

Mercedes-Benz.
The way every car should be built.



Mercedes-Benz

R NEWS
Professional
union st

Tougher as
on certifica

plant strike
1 to-morrow

arity loss
claim

aper station

DO YOU HAVE A PRODUCT FOR THE JAPANESE MARKET?

If you do, let us assist you in promoting sales in Japan.

There is an excellent market for your products in Japan.

It is large. It consists of 110 million Japanese, who speak a single language, and who spend £2,650* per person a year.

Japan may seem far from the UK, but you can fly to Tokyo in less than 800 minutes. If this still seems far, it may only be due to a state of mind.

Whatever you manufacture, we want to sell your products in Japan.

We at Sony offer our knowledge and experience about the Japanese market and the use of our extensive sales network to those interested in exporting their products to Japan.

Sony has a division, the Sony Trading Corporation, which has been devoted to importing goods from manufacturers abroad and marketing them in Japan.

If you are interested, write to us at the following address:
Sony Trading Corporation, 5-8 Kitashinagawa 6-Chome,
Shinagawa-Ku, Tokyo 141, Japan. Att: Mr Kazuo Yamakawa,
Telex No. 242-4328, Cable Address SONYTRADING TOKYO.

SONY®

The Property Market

BY QUENTIN GUIRDHAM

Swansea centre scheme starts. Cardiff still delayed

FORMAL AGREEMENTS were signed on Tuesday for the Swansea centre shopping scheme, a project on which Donaldsons has been working with the council since 1969. It is not on the scale first envisaged — 300,000 square feet — but even at 180,000 square feet ranks as a rarity in going ahead at this time. And although financially separate, the total of new shopping architecturally linked to the scheme equates to the original size, since it includes the 45,000 square feet C & A store already trading and the 145,000 square feet Debenhams, where the contractors moved in two weeks ago. Coal Industry Nominees had agreed the funding in principle last year, subject to the contracting tender and pre-lets. The contractor will be Thyssen, the British arm of the German group, and the major pre-lets are to Boots, for 70,000 square feet, with negotiations advanced with W. H. Smith for 22,000 square feet. The remainder of the 180,000 square feet in the Council-CIN scheme will be divided into 38 shops units, some of which may be amalgamated.

Funding is on the basis of CIN putting up the first £4m. and with the cost expected to run something above that, the Council at present plans to put in the extra cost. CIN gets a minimum return which sets up a gearing effect on the remaining revenue. Completions on both Deben-

hams and the Council-CIN portions of the centre are due before Christmas of 1978. Healey and Baker, consultants to CIN, will be joint agents with Donaldsons on the shop units, and the two agents may be linked again with another town centre scheme in Kingston-on-Thames, where Donaldsons are the Council's advisers and CIN has provisionally agreed to fund the scheme.

But the Cardiff central scheme the remnant of the 77-acre Ravenscroft plan which has now come down to 500,000 square feet of shopping to be developed by a consortium including Heron Corporation, Boots, Woolworths and Debenhams, has still not been finalised. The council has been asked, in addition to land with an estimated value of £20m, which it has already put in, to provide a further £2.5m. to purchase the rest of the site. The council decided on Wednesday night to continue discussions on the basis that it would contribute the extra £2.5m., but there are other details to be agreed and the necessary compulsory purchase orders run out in February.

David Lewis sale in Oxford Street

On an island site between Great Chapel Street and Dean Street, the freehold interest in Nos. 91-101 Oxford Street, London, W.1 has been sold to one of the large insurance companies for around £1.25m. The building is 30 years old, almost opposite Bourne and Hollingsworth, on a busy but by no means the best part of Oxford Street. There are

five shop units—tenants ranging from Reed Employment to a tobacconist and a souvenir shop—and the frontage is 80 feet. The 5,250 square feet of offices on three upper floors are let to booksellers Ascroft and Daw. Rental income is currently close to £60,000 and rent reviews (a mixture of five- and seven-year ones) fall in on most of the leases within the next four years, with the office lease due for review in 1979. While just completed, terms on the deal were agreed pre-MLR rises, but the initial yield indicates the willingness of institutions during

Results of the third RICS-FT Business Indicators poll will be published next Friday.

last summer to go to low initial yields where significant reversions could be anticipated.

Anthony Lipton and Co. acted for the purchaser and Melvin Wilkinson and Co. for the seller, the David Lewis Group.

Just north of here, in Charlotte Street, one of London's great eating houses, over many decades, for the impecunious intelligentsia, Schmidt's, has changed hands. The restaurant did not long survive the death of the formidable old patron and now the portfolio of properties, taking in 33 to 41 Charlotte Street and all the space behind back to Charlotte Place, plus 22 Charlotte Street on the other side of the road, has gone for a total around £600,000. The buyer of the main block, which accounted for around £1m., is an unnamed catering company and the intention is to convert the buildings into three restaurants and an hotel.

Big Paris letting

Working for Acroquest Group, in which Phoenix Assurance has a stake, Weatheralls France has let the whole of a 7,700 sq. metre building at 7 Rue de Tolheran in the 8th Arrondissement. The taker is food conglomerate R. S. N. Gervais Danone, Acroquest, through a subsidiary Societe Saxe, refurbished the building and were asking a rent of F850 a sq. metre.

They apparently got close to this, and Weatheralls' Peter Buttery states that the rent is an indication that there is still a genuine demand for the big units in good locations.

Weatheralls were sole agents for Acroquest and this was the latest of a series of transactions for the group. Others have included the Marks and Spencer letting at 35/41 Bd. Haussmann and 4,000 sq. metres of offices let to the Credit du Nord at the same address. There are three more Acroquest office buildings currently being marketed in Paris, all in the 9th Arrondissement.

partly leasehold investment, has been sold to a fund represented by Healey and Baker for over £1m. Tenants include 'K' Shoes and MGM Properties. This was a site originally held for development, but then relet.

● E. Laxon and Co., subsidiary of Wheatsthea Distribution and Trading, has completed a sale and leaseback on its new warehouse at Boyatt Wood, Chislehurst, near Southampt. The 110,000 square feet has been purchased by institutional clients of Jones Lang Wootton for around £14m. on the basis of a leaseback to Laxon's at £120,000 a year. Healey and Baker acted for Laxon.

● A September valuation has knocked £2m. (down from £16m. to £14m.) off the 1973 value of the Proprietors of Hay's Wharf freeholds and leaseholds held by subsidiary London Bridge Properties. The buildings are mainly in the Tooley Street area which was to have been part of the redevelopment scheme. The valuation is stated to ignore any development value and about 20 acres of development land awaiting planning permission owned by Hay's Wharf close to Tooley Street is not included, this being kept in the books at its historical cost of £2.6m. Hay's Wharf's properties elsewhere in the U.K., all industrial or warehouse, have not been revalued since 1973 and the company thinks they have maintained about the same value, plus additions at cost.

● RHM Bakeries (Scotland) have sold their building at 4/8 South Charlotte Street, Edinburgh to Electricity Supply Nominees, subject to a leaseback to RHM on part of the ground floor and basement. Richard Ellis acted for RHM and St. Quintin, Son and Stanley, in this case, for the ESN and St. Quintin will continue as project managers of a refurbishment to produce 15,800 square feet of offices by Christmas 1977.

Also in Edinburgh, James Ross and Son (Edinburgh), confectio- ners, has moved from Roseburn Street to a new 33,000 square feet factory at the Pent-



The triangular 160,000-sq.-ft. office block and circular conference centre, the two buildings which have taken up most of the £25m. investment by Wembley Stadium, a Rediffusion Holdings subsidiary (and in turn controlled by BET), to improve its spare land. Kellogg International Corporation, part of Pullman Kellogg of Houston, chemical engineering contractors, has leased the office space for around £900,000 a year. It will be the HQ for Kellogg's Eastern Hemisphere administrative group and is quite an investment in Britain (staff total will be 800; but the building allows plenty

for expansion) for a group which got of its work here. Tarmac International taken Kellogg's present base, the 94 sq.-ft. gross Oldham Estates block in Chiltern Street, London, W.1, at around £7 a sq. ft. for the office accommodation. This was the building on which Kellogg spent £150,000 making HAC tests, it passed them all and Kellogg state it was definitely not the reason for their Kellogg were introduced by Douglas I and Co., consultant surveyors to Wei Stadium. Strutt and Parker, and Jon Weston were letting agents on Chl Street.

31,000 square feet in Roseburn Council. Construction has just 20,000 (completed) sq. ft. started and the M. and S. agree at close to £135p a sq. ft. agent. Rents appear to firm around the air some asking prices of £150 a square foot. The scheme is due for completion in late summer 1977.

● Marks and Spencer has agreed to lease 24,000 square feet of the 70,000 square foot Medway Distribution Centre being developed by ICFC Developments in Macclesfield, Hill scheme, Little Village within the air

at close to £135p a sq. ft. agent. Rents appear to firm around the air some asking prices of £150 a square foot. The scheme is due for completion in late summer 1977. But there is a lot of the pipeline: if one there is half a million feet of speculative work going up around Gatwick that does not include Aviation Authority. Village within the air

INDUSTRIAL AND BUSINESS PROPERTY

PROJECT GREAT WESTERN

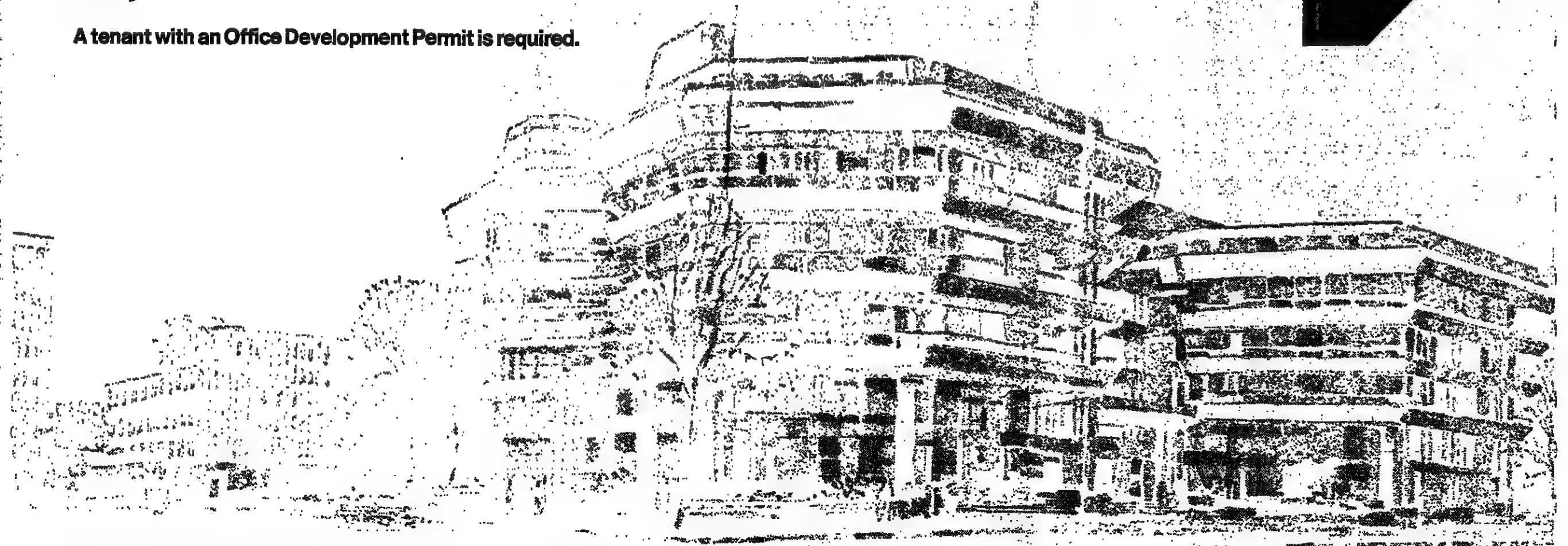
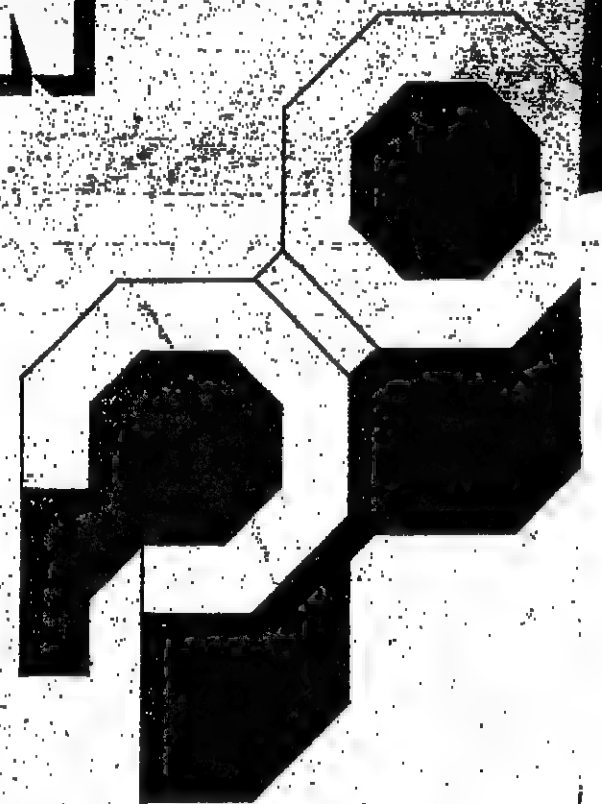
Project Great Western is adjacent to the Town Hall at Ealing and extends to approximately three acres at the heart of the office and administrative centre for West London.

The scheme will provide **165,000 sq. ft. net** office accommodation and as such is believed to be the largest administrative complex projected for this sector of London in the foreseeable future.

Exhaustive investigations have enabled a detailed design to be produced thus reducing to a minimum the delays usually involved.

A tenant with an Office Development Permit is required.

Six months ago eight new Headquarters Office buildings of between 60,000 and 130,000 sq. ft. were available to be let, on the western fringes of London, and with easy access to Heathrow and the central area. Total available space amounted to approximately 650,000 sq. ft. net. All eight have been taken and there is currently no Headquarters Office building of 100,000 sq. ft. or larger available in this area. Project Great Western is a unique opportunity.



Richard Ellis, Chartered Surveyors 6-10 Bruton Street, London W1X 8DU Telephone: 01-499 7151
City of London, Scotland, Belgium, France, Holland, West Germany, Spain, South Africa, Australia, Canada, Singapore, United States of America.

REGIONAL
PROPERTIES

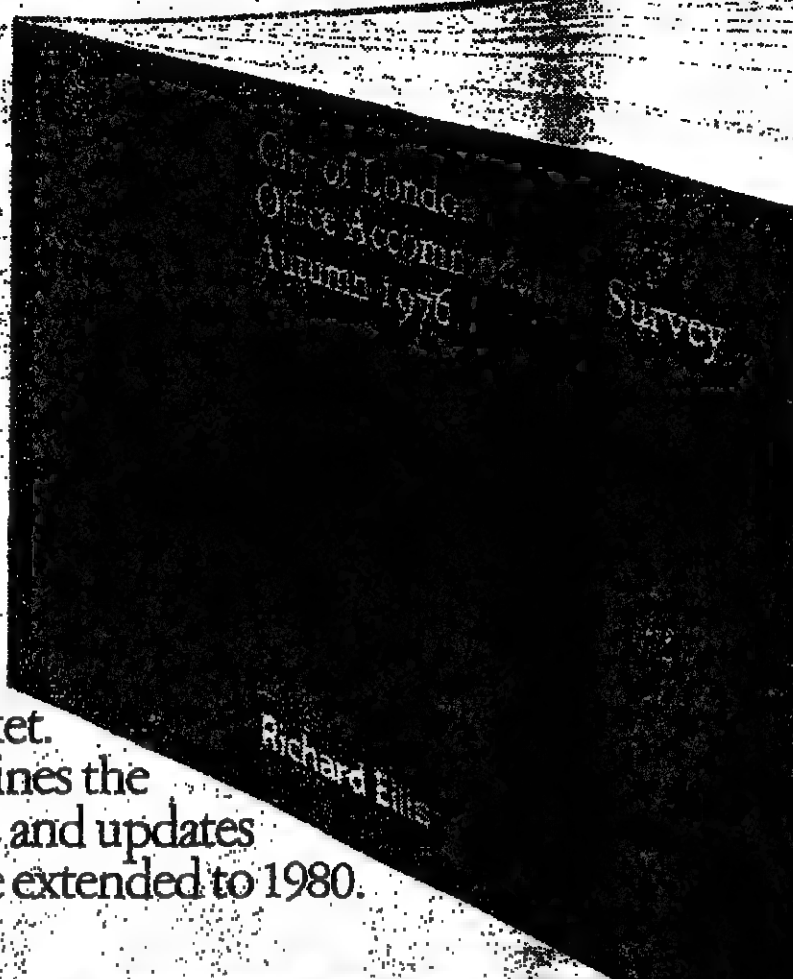
Richard Ellis

Richard Ellis

Just Published

The continuing research programme undertaken by Richard Ellis includes detailed analysis of the City accommodation market.

This report outlines the recent market trends and updates our computer forecasts which are extended to 1980.

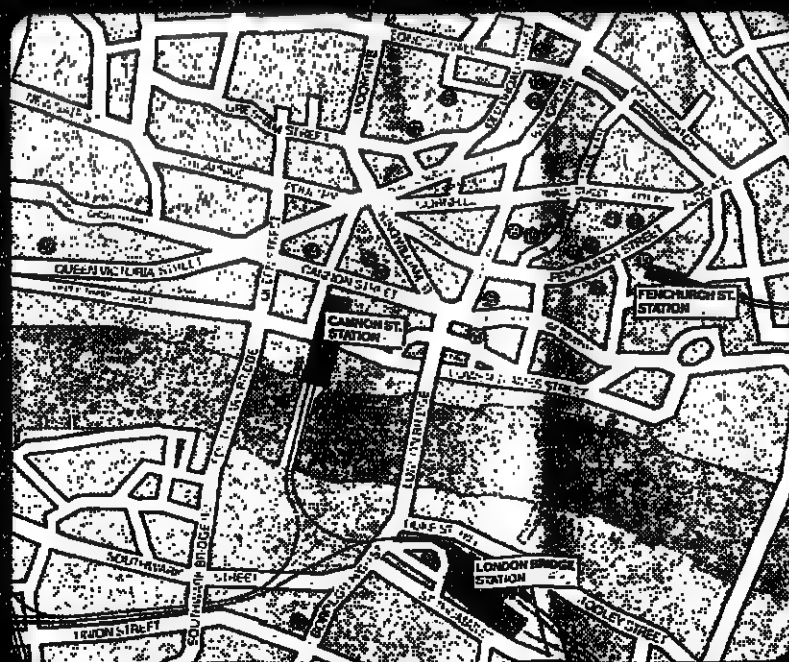


- and now available

PROPERTY RETRIEVAL SUMMARY

- 1 117 FENCHURCH STREET, EC3
18,615 SQ FT AIR-CONDITIONED OFFICES
IN UNITS FROM 2,620 SQ FT
- 2 55 BISHOPSGATE, EC2
58,500 SQ FT SELF-CONTAINED
HEADQUARTERS BANKING BUILDING
JOINT AGENTS-VIGERS
- 3 BROAD STREET HOUSE, EC2
7,000 SQ FT SELF-CONTAINED
AIR-CONDITIONED OFFICES
JOINT AGENTS-HAMPTON & SONS
- 4 14 FENCHURCH AVENUE, EC3
5,300 SQ FT OFFICES
ADJACENT TO LLOYDS
- 5 20/22 GREAT WINCHESTER STREET, EC2
24,000 SQ FT AIR-CONDITIONED BANKING BUILDING
IN UNITS FROM 2,640 SQ FT
JOINT AGENTS-KNIGHT FRANK & RUTLEY
- 6 52/54 GRACECHURCH STREET, EC3
51,500 SQ FT OFFICES
JOINT AGENTS-HERRINGSON & DAW
- 7 33 MINING LANE, EC3
7,902 SQ FT SELF-CONTAINED BANKING BUILDING
- 8 135/137 CANNON STREET, EC4
6,500 SQ FT SELF-CONTAINED BANKING BUILDING
FOR SALE OR TO LET
- 9 NEW LONDON BRIDGE HOUSE, SE1
10,346 SQ FT OFFICES IN UNITS FROM 1,573 SQ FT
- 10 57/58 FENCHURCH STREET, EC3
5,504 SQ FT OFFICES IN UNITS FROM 2,385 SQ FT
- 11 GRAYS INN ROAD, WC1
27,500 SQ FT AIR-CONDITIONED OFFICES
JOINT AGENTS-JONES LANG WOOTTON

City of London Properties To Let or For Sale



Richard Ellis, Chartered Surveyors
64 Cornhill, London EC3V 3PS - Tel: 01-283 3090
London W1, Scotland, Belgium, France, Holland, West Germany, Spain,
South Africa, Australia, Canada, Singapore, U.S.A.

PROPERTY RETRIEVAL SUMMARY

- 1 99 BISHOPSGATE, EC2
35,000 SQ FT AIR-CONDITIONED OFFICES
10,755 SQ FT PER FLOOR
JOINT AGENTS-VIGERS
- 2 120 FENCHURCH STREET, EC3
10,055 SQ FT AIR-CONDITIONED OFFICES
IN UNITS FROM 1,532 SQ FT
JOINT AGENTS-HAMPTON & SONS
- 3 60 CANNON STREET, EC4
13,355 SQ FT
SELF-CONTAINED AIR-CONDITIONED OFFICES
JOINT AGENTS-KINNEY & GREEN
- 4 12/13 LIME STREET, EC3
13,600 SQ FT NEW GROUND FLOOR SHOP UNIT
- 5 FOUNTAIN HOUSE, FENCHURCH STREET, EC3
11,447 SQ FT OFFICES IN UNITS FROM 1,445 SQ FT
- 6 33 THROUGHMORTON STREET, EC3
11,235 SQ FT SELF-CONTAINED AIR-CONDITIONED
BANKING BUILDING
JOINT AGENTS-HILLER PARKER & ROWDEN
- 7 19/22 ABCHURCH LANE, EC4
21,000 SQ FT SELF-CONTAINED BANKING BUILDING
FOR SALE OR TO LET
- 8 85 GRACECHURCH STREET, EC3
6,710 SQ FT OFFICES IN UNITS FROM 2,620 SQ FT
- 9 2A EASTCHEAPE, EC3
4,150 SQ FT OFFICES IN UNITS FROM 1,750 SQ FT
JOINT AGENTS-DANIEL WATNEY ELOARTINMAN & NUNN
- 10 88 ECROUGH HIGH STREET, SE1
8,055 SQ FT SELF-CONTAINED OFFICE BUILDING
- 11 162 QUEEN VICTORIA STREET, EC4
37,500 SQ FT SELF-CONTAINED OFFICE BUILDING
IN UNITS FROM 10,000 SQ FT
JOINT AGENTS-VIGERS

(sq. ft. all quoted areas are approx.)

Richard Ellis

AN INDUSTRIAL PROPERTY MARKET PLACE

Battersea, SW.8. Factory for sale	11,000 sq. ft.
Barking, Essex. Warehouse units to let	9,000 - 52,000 sq. ft.
Bedfont, Middx. Warehouse units to let	15,000 - 42,000 sq. ft.
Colnbrook, Berks. Warehouse to let/for sale	100,000 sq. ft.
Langley, Bucks. Warehouse to let	30,200 sq. ft.
Nr. Gatwick Airport, Sussex. Warehouse units to let	10,000 - 50,000 sq. ft.
Newmarket, Suffolk. Warehouse units to let	3,000 - 60,000 sq. ft.
Runcorn, Cheshire. Factory/Warehouse for sale/to let	454,000 sq. ft.

A Complete Advisory
service on all Industrial
matters - Internationally

**JONES LANG
WOOTTON**
J.L.W. Industrial Dept.
33 King Street
London EC2V 8EE
Chartered Surveyors Telephone 01-606 4060
International Real Estate Consultants Telex 885557

29 Offices in 15 Countries

A fine blend of the old and new

These offices, which occupy a position mid way
between the City and the West End, have been
completely modernised.

* Carpeted * Lift * Central Heating



7,830 sq. ft. TO LET

For details contact Roger Dean at the sole agents

Strutt & Parker

13, Hill Street, London W1X 8DL Tel: 01-629 7282

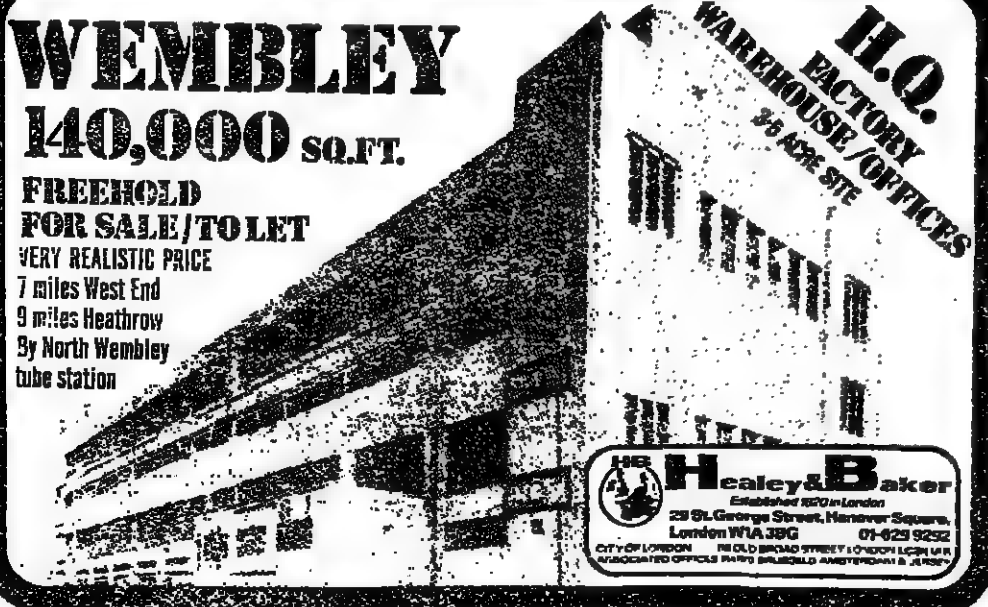
CHESSINGTON-SURREY Modern Factory, Warehouse & Offices

98,000 sq ft to let
(or Units from 23,320 sq. ft.)
or Lease for Sale

**FULLER
PEISER**
2-4 Holborn Circus
London EC1N 2HT
Tel: 01-353 6851

WEMBLEY 140,000 sq. ft.

**FREEHOLD
FOR SALE/TO LET**
VERY REALISTIC PRICE
7 miles West End
9 miles Heathrow
By North Wembley
tube station



Healey & Baker
Established 1850 in London
29 St. George Street, Manchester Square,
London W1A 2AG Tel: 01-629 9252
ASSOCIATED OFFICES PARIS BRUSSELS AMSTERDAM AND ARNHEM

LONDON N.22

Partly new and mainly single-storey

**FREEHOLD
FACTORY PREMISES
53,000 sq. ft.**

For Sale at Realistic Price

**LEOPOLD
FARMER & SONS**

15 JOHN STREET
LONDON WC1N 2EB
Telephone 01-404 5871

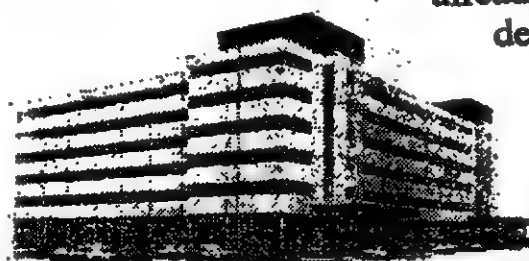
BUILDING LAND ON WEST COAST OF SCOTLAND

Superb situation with extensive
frontage to Loch Fyne.
Main services already installed.
Planning permission for
forty houses.
Full details—
N. H. MORRISON LTD.
42-44 Saltoun Street, Glasgow.
Tel: 041-334 2215

**ISLE OF MAN
RAMSEY
FREEHOLD SHOP AND
OFFICE SITE**
Prime Situation. 50' x 36' 6"
Near Liptons, Co-Op, Lloyds,
Barclays, etc.
Write Box Financial Times,
10, Cannon Street, EC4P 48Y.

'ELIXWETSO'

Whatever country you come from,
'Felixstowe' as we know it here has become
one of the United Kingdom's most enterprising ports.
It also offers one of Britain's most prestigious fully
air conditioned office blocks, part of which has
already been let. For full
details contact Joint sole agents



A British Anzani development

**GRANT
& PARTNERS**

50 Mount Street
London W1Y 5RE
Tel: 01-629 8501

**Debenham
Tewson &
Chinnocks**
44 Brook Street,
London W1Y 1YB
Tel: 01-408 1161
Telex 22105

ST. JAMES'S S.W.1.

Self-contained Office building

8,090 sq. ft. approx.

Central Heating Carpeted Part air-conditioned
Redecorated throughout Lift Excellent natural light

Healey & Baker
Established 1850 in London
118 Old Broad Street, London EC2M 1AR
Telephone 01-628 4361
ASSOCIATED OFFICES PARIS BRUSSELS AMSTERDAM AND ARNHEM

**JONES LANG
WOOTTON**
Chartered Surveyors
103 Mount St, London W1Y 6AS
Tel: 01-483 8040, Telex: 23858

A Bristol Office.... with a touch of Glass

Temple Way - fronting the
Inner Circuit Road,
provides fine carpeted offices
with a striking all glass
external cladding.

Newly completed and finished to an exceptional specification
which includes four lifts, gas air conditioning and full lighting.
Temple Way offers 80,000 sq. ft. to let as a whole or as two self
contained blocks, one on 6 floors totalling 54,000 sq. ft.
and the other on 4 floors totalling 24,000 sq. ft.

For further details contact sole agents:
**LALONDE BROS
& PAIRHAM**
64 Queens Road, Bristol BS8 2RS
Telephone: 0272 27721

Borax House Carlisle Place London SW1

About 300 yds. from Victoria Station
Magnificent offices on Ground and First floors
totalling approximately 9517 sq ft. On-site car parking
To be let

Sole letting agents
**Debenham Tewson
& Chinnocks**
Chartered Surveyors
44 Brook Street, London W1Y 1YB
01-408 1161 Telex 22105

PROPERTY APPOINTMENTS

Property People since 1699
INDUSTRIAL NEGOTIATOR
A young and enthusiastic
Commercial Negotiator is re-
quired for our City Office dealing
with industrial sales and lettings
in London and the Home Counties.
If you have a good working know-
ledge of the agency principle, and
have experience of an active indus-
trial department, then we are likely
to offer you an interesting position
with a fast growing Agency Depart-
ment. There will be a great deal
of scope for you to act on your
own initiative and create on your
own terms. If you are looking for
a new start for the New Year,
please contact Michael G. Bunney,
F.R.I.C., A.S.V.A. for an early
appointment.
Banslow Eves
Telephone 01-623 1351

FACTORIES & WAREHOUSES

BELLINGHAM, S.E.6.
New Warehouse Unit 5,000 sq. ft.
TO LET

BOREHAM WOOD, Herts.
New Warehouse (can be divided) 52,450 sq. ft.
IMMEDIATE OCCUPATION—TO LET

ERITH, Kent
New Warehouse 66,000 sq. ft. on 6 Acres
TO LET

LONDON, E.C.1.
Modern Industrial Premises 4,786-10,630 sq. ft.
TO LET or LEASE FOR SALE

LONDON, N.W.10.
Two Storey Factory/Warehouse - 31,240 sq. ft.
FOR SALE FREEHOLD or TO LET

LOUGHBOROUGH
New Warehouse Units 6,000 sq. ft.—12,000 sq. ft.
and 2,850 sq. ft. TO LET

PLYMOUTH, Devon
Factory 51,760 sq. ft.
FOR SALE FREEHOLD

SOUTHAMPTON, Hants
Factory 108,000 sq. ft. Site area 7.3 acres
FOR SALE FREEHOLD

King & Co

Chartered Surveyors
1 Snow Hill London EC1
Tel: 01-238 3000 Telex 88
Manchester Leeds Brussels

By direction of the Anglo Building Society

A fully equipped freehold
**COMPUTER CENTRE WITH
OFFICE ACCOMMODATION**

NORTHAMPTON

Net floor area 15,148 sq. ft.
Full Gas fired Central Heating
Standby emergency generator
Full air conditioned computer area 2,566 sq. ft.
V.D.U. outlets on each floor
Fully fitted, ready for immediate use.
Price £175,000.

Hewkins & Co.,
1, Gifford Road,
Northampton.
Tel: 0454 21824

Phelps & Aquilino,
18 Market Square,
Northampton.
Tel: 0454 22322

R. L. Lowery &
31, Bridge Street
Northampton.
Tel: 0454 21561

Modern Offices South Har



● 200 yards from Piccadilly Line Underground Stn
● 15,000 sq. ft. (on two floors) £4.99 per sq. ft.
Subject to contract.

CONWAY RELF
01 629 9100
CHARTERED SURVEYORS
25-27 ABINGDON ROAD LONDON WC8N 2AP

**COWDREY, PHIP
& HOLLIS**
360 Newland Road
Tel: 01-450 1111

WANTED

TO LEASE OR PURCHASE,
30-50,000 SQ. FT. FACTORY

with adequate services for conversion to m-
canning plant and with ample room for expa-
Our client would consider the purchase of an ex-
canning plant with cold store facilities.

SILVER ESTATES LTD.,
(Industrial Department),
11 Crescent Parade,
Uxbridge Road, Hillingdon,
Uxbridge, Middlesex

Offices Office sites Factories Warehouses

Telephone:
0733-68931 Ext 326
Chief Estate Surveyor
Peterborough Development Corporation
PO Box 9 Peterborough PE1 1JJ

اسمك في ليد

London

Coventry Point

An entirely new office building of 88,000 sq. ft. in the heart of the City Centre. 15 minutes from the National Exhibition Centre, and 65 minutes by train from London at a fraction of London costs.

Rent £1.50 per sq. ft.

NEC

Birmingham

Grimley & son

251, Princes Place, Birmingham B3 2QD. Tel: 021 258 6938

Robinson & Mowles

153 161 New Union Street, Coventry CV1 2PL. Tel: 0203 97391

King & Co

100, 101, 102, 103, 104, 105, 106, 107, 108, 109, 110, 111, 112, 113, 114, 115, 116, 117, 118, 119, 120, 121, 122, 123, 124, 125, 126, 127, 128, 129, 130, 131, 132, 133, 134, 135, 136, 137, 138, 139, 140, 141, 142, 143, 144, 145, 146, 147, 148, 149, 150, 151, 152, 153, 154, 155, 156, 157, 158, 159, 160, 161, 162, 163, 164, 165, 166, 167, 168, 169, 170, 171, 172, 173, 174, 175, 176, 177, 178, 179, 180, 181, 182, 183, 184, 185, 186, 187, 188, 189, 190, 191, 192, 193, 194, 195, 196, 197, 198, 199, 200, 201, 202, 203, 204, 205, 206, 207, 208, 209, 210, 211, 212, 213, 214, 215, 216, 217, 218, 219, 220, 221, 222, 223, 224, 225, 226, 227, 228, 229, 230, 231, 232, 233, 234, 235, 236, 237, 238, 239, 240, 241, 242, 243, 244, 245, 246, 247, 248, 249, 250, 251, 252, 253, 254, 255, 256, 257, 258, 259, 260, 261, 262, 263, 264, 265, 266, 267, 268, 269, 270, 271, 272, 273, 274, 275, 276, 277, 278, 279, 280, 281, 282, 283, 284, 285, 286, 287, 288, 289, 290, 291, 292, 293, 294, 295, 296, 297, 298, 299, 300, 301, 302, 303, 304, 305, 306, 307, 308, 309, 310, 311, 312, 313, 314, 315, 316, 317, 318, 319, 320, 321, 322, 323, 324, 325, 326, 327, 328, 329, 330, 331, 332, 333, 334, 335, 336, 337, 338, 339, 340, 341, 342, 343, 344, 345, 346, 347, 348, 349, 350, 351, 352, 353, 354, 355, 356, 357, 358, 359, 360, 361, 362, 363, 364, 365, 366, 367, 368, 369, 370, 371, 372, 373, 374, 375, 376, 377, 378, 379, 380, 381, 382, 383, 384, 385, 386, 387, 388, 389, 390, 391, 392, 393, 394, 395, 396, 397, 398, 399, 400, 401, 402, 403, 404, 405, 406, 407, 408, 409, 410, 411, 412, 413, 414, 415, 416, 417, 418, 419, 420, 421, 422, 423, 424, 425, 426, 427, 428, 429, 430, 431, 432, 433, 434, 435, 436, 437, 438, 439, 440, 441, 442, 443, 444, 445, 446, 447, 448, 449, 450, 451, 452, 453, 454, 455, 456, 457, 458, 459, 460, 461, 462, 463, 464, 465, 466, 467, 468, 469, 470, 471, 472, 473, 474, 475, 476, 477, 478, 479, 480, 481, 482, 483, 484, 485, 486, 487, 488, 489, 490, 491, 492, 493, 494, 495, 496, 497, 498, 499, 500, 501, 502, 503, 504, 505, 506, 507, 508, 509, 510, 511, 512, 513, 514, 515, 516, 517, 518, 519, 520, 521, 522, 523, 524, 525, 526, 527, 528, 529, 530, 531, 532, 533, 534, 535, 536, 537, 538, 539, 540, 541, 542, 543, 544, 545, 546, 547, 548, 549, 550, 551, 552, 553, 554, 555, 556, 557, 558, 559, 560, 561, 562, 563, 564, 565, 566, 567, 568, 569, 570, 571, 572, 573, 574, 575, 576, 577, 578, 579, 580, 581, 582, 583, 584, 585, 586, 587, 588, 589, 590, 591, 592, 593, 594, 595, 596, 597, 598, 599, 600, 601, 602, 603, 604, 605, 606, 607, 608, 609, 610, 611, 612, 613, 614, 615, 616, 617, 618, 619, 620, 621, 622, 623, 624, 625, 626, 627, 628, 629, 630, 631, 632, 633, 634, 635, 636, 637, 638, 639, 640, 641, 642, 643, 644, 645, 646, 647, 648, 649, 650, 651, 652, 653, 654, 655, 656, 657, 658, 659, 660, 661, 662, 663, 664, 665, 666, 667, 668, 669, 670, 671, 672, 673, 674, 675, 676, 677, 678, 679, 680, 681, 682, 683, 684, 685, 686, 687, 688, 689, 690, 691, 692, 693, 694, 695, 696, 697, 698, 699, 700, 701, 702, 703, 704, 705, 706, 707, 708, 709, 710, 711, 712, 713, 714, 715, 716, 717, 718, 719, 720, 721, 722, 723, 724, 725, 726, 727, 728, 729, 730, 731, 732, 733, 734, 735, 736, 737, 738, 739, 740, 741, 742, 743, 744, 745, 746, 747, 748, 749, 750, 751, 752, 753, 754, 755, 756, 757, 758, 759, 760, 761, 762, 763, 764, 765, 766, 767, 768, 769, 770, 771, 772, 773, 774, 775, 776, 777, 778, 779, 780, 781, 782, 783, 784, 785, 786, 787, 788, 789, 790, 791, 792, 793, 794, 795, 796, 797, 798, 799, 800, 801, 802, 803, 804, 805, 806, 807, 808, 809, 810, 811, 812, 813, 814, 815, 816, 817, 818, 819, 820, 821, 822, 823, 824, 825, 826, 827, 828, 829, 830, 831, 832, 833, 834, 835, 836, 837, 838, 839, 840, 841, 842, 843, 844, 845, 846, 847, 848, 849, 850, 851, 852, 853, 854, 855, 856, 857, 858, 859, 860, 861, 862, 863, 864, 865, 866, 867, 868, 869, 870, 871, 872, 873, 874, 875, 876, 877, 878, 879, 880, 881, 882, 883, 884, 885, 886, 887, 888, 889, 890, 891, 892, 893, 894, 895, 896, 897, 898, 899, 900, 901, 902, 903, 904, 905, 906, 907, 908, 909, 910, 911, 912, 913, 914, 915, 916, 917, 918, 919, 920, 921, 922, 923, 924, 925, 926, 927, 928, 929, 930, 931, 932, 933, 934, 935, 936, 937, 938, 939, 940, 941, 942, 943, 944, 945, 946, 947, 948, 949, 950, 951, 952, 953, 954, 955, 956, 957, 958, 959, 960, 961, 962, 963, 964, 965, 966, 967, 968, 969, 970, 971, 972, 973, 974, 975, 976, 977, 978, 979, 980, 981, 982, 983, 984, 985, 986, 987, 988, 989, 990, 991, 992, 993, 994, 995, 996, 997, 998, 999, 1000.

By Direction of SKF (UK) Ltd.

Luton 380,000 sq. ft.

Mainly Single Storey Industrial Space
Including Prestige Offices
Canteen/Leisure Facilities



For Occupation or Industrial Estate
Refurbishment and Development
(Subject to Planning)
Close to first class road and air facilities

Details from Joint Agents:



40 Mill Street Bedford
(0234) 67301

SAVILLS

20 Grosvenor Hill,
Berkeley Square,
London W1X 0HQ.
Tel: 01-499 8644
Telex 263796

A DEVELOPMENT BY ARGYLE SECURITIES LIMITED

A shop and office development in the town centre

The Fairfield West Development

Kingston-upon-Thames

SELF CONTAINED OFFICE BLOCK

IMMEDIATE POSSESSION

30,300 sq. ft. ON SIX FLOORS OF
5,050 sq. ft. approx.

Finished to a high standard TO LET

- * Separate entrance at street level
- * Three private lifts
- * Full heating & Air conditioning
- * Fully carpeted throughout
- * Telephone trunking
- * Ample electric power units
- * Car parking within the building on contract

Joint Sole Agents:

Edward Erdman

A PRINCIPAL OF THE ESTATE AGENTS ASSOCIATION

Harvey and Wheeler

87 & 89 Chancery Lane, London WC2A 3PL

BONSOR

PENNINGTONS

Warwick Lodge, 82 Eden Street

Kingston upon Thames, Surrey

Telephone 01-546 0022

Finchley London N3

To be let

Office Headquarters 36,000 sq ft

set in unique landscaped grounds. Ancillary accommodation of 13,500 sq. ft. including a superb lakeside restaurant block. Extensive on site parking

Debenham Tewson & Chinnocks

Chartered Surveyors

29 St George Street, Hanover Square, London W1A 3BG

01-629 9292

Central Electricity Generating Board

Superb House

15 New York Street, London EC4A 3AU

01-238 1202 (Ext. 4077)

Telex 885141

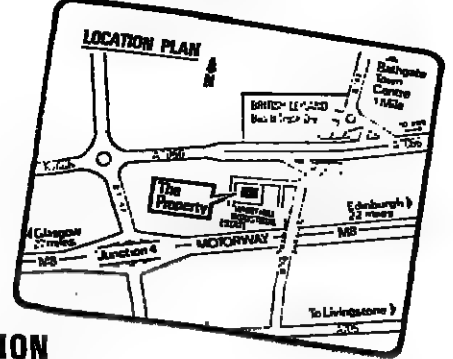
CENTRAL SCOTLAND
BATHGATE West Lothian.

200,000 sq. ft.

Modern Warehouse on 14 acre site
EXCELLENT MOTORWAY CONNECTIONS
Close to M8 giving access to M9, M90 & M74

TO LET

- * HEADROOM 23 ft.
- * LARGE YARD AREAS
- * READY FOR OCCUPATION
- * 500 LBS/P.S.F. FLOOR LOADING
- * 12 LOADING DOORS
- * WEIGHBRIDGE 40 TONNE
- * EDINBURGH 22 MILES. GLASGOW 27 MILES



Joint Sole Agents
BERNARD THORPE

38 GEORGE STREET
EDINBURGH EH2 2LG Tel: 031-226 4484

Chamberlain & Willows

23 MOORGATE LONDON EC2R 6AX 01-638 8001

Great Winchester Street
EC2

Air conditioned Offices
TO LET
3,500-24,000
sq. ft. approx.

Joint Sole Agents:

Richard Ellis

Chartered Surveyors
64 Cornhill, London EC3V 3PS
Telephone: 01-283 3090

Knight Frank & Rutley

7 Birch Lane, London EC3V 9BY
Telephone: 01-283 0041

STMINSTER SW1

modern
headquarters
building

suitable for warehouse
distribution and offices.
Parking Covered loading bay
Floor area 31,500 sq. ft.
Sale freehold (might be let)

JOINT SOLE AGENTS

JLEVY

930 1070

130 Jermyn Street, London SW1 4LJ

Weatherall

Green & Smith

22 Chancery Lane WC2A 1LT

0,000 sq. ft.

OFFICES

now available

E.C.3.

Additional space available
in 1978

WRIGHT CONRAD RITBLAT & CO.

Plantation House,

Fenchurch Street, E.C.3.

Tel: 01-623 7747

Industrial Estate

BABY — CLEVELAND

FOR SALE

RECENTLY ERECTED
SINGLE STOREY FACTORY

Area: 178,250 SQ. FT.

- * Pleasant environment.
- * High quality construction.
- * Excellent servicing facilities.

Joint Agents:

INS & PARKER

W. H. ROBINSON & CO.

79 Mosley Street, Manchester, M2 3LP

(Tel: 061-228 6411)

DENTIAL BUILDING LAND

HASTINGS

31 ACRES

OUTLINE PLANNING CONSENT
FOR SALE

Apply:
CLIVE LEWIS & PARTNERS
16 Stratton Street,
London W1X 8DF.
Tel: 01-499 1001
Telex: 27382

HODDSDON

NEW PRESTIGE FACTORIES & WAREHOUSES

READY FOR IMMEDIATE OCCUPATION

- * 40,500 SQ. FT. WAREHOUSE/FACTORY. Standing on own 1.75 acre corner site with extensive car parking and vehicle manoeuvring areas. Warehouse 37,000 sq. ft. Office block on three floors 3,470 sq. ft. Eaves height 23 feet.
- * 30,000 SQ. FT. FACTORIES AND WAREHOUSES. Comprising four units ideal for single tenant or would divide in multiples from 7,500 sq. ft. Planned with loading and car parking on to a central concourse. Eaves height 19 feet 6 inches.
- * 10,000 SQ. FT. FACTORY/WAREHOUSE. Comprising 5/5 factory/warehouse 8,500 sq. ft., together with two storey offices, W.C.'s and reception of 1,500 sq. ft. Eaves height 19 feet 6 inches.

Full particulars from Sole Agents

DERRICK WADE & WATERS

39191-4

Institutional Funds

now available

from 7 to 15 years

Standing Mortgages

on prime Investment Properties

— Interest Only —

Minimum Loan £100,000

Inquiries to:

Hirsch Mortgage (International) Ltd.

Advisers to the Association of Industrial Development Officers

15 Berkeley Street, London W1

Tel: 01-628 3051 Telex 26374

ALLIANCE
HOUSE

WESTERN AVENUE W.3

- * 14000 sq ft OFFICES.
- * 55 car parking spaces.
- * TO LET in whole or in floors.
- * Only £4.50/ft² p.a.



Healey & Baker

29 St George Street, Hanover Square,

London W1A 3BG

01-629 9292

Teacher, Marks & Company

11/12 Hanover Street, London W1R 0HP

Tel: 01-499 5255

SURVEYORS, VALUERS
AND
FACTORY AGENTS

G.J. Hersey & Partners

116, College Road, Harrow HA1 1HH

01-427-7441

MAIDSTONE, KENT

3-mile from M20

NEW WAREHOUSE AND FACTORY UNITS

TO LET

1. 8,707 sq. ft. 5. 6,860 sq. ft.
2. Under Offer 6. Under Offer
3. 6,860 sq. ft. 10. 12,000 sq. ft.
4. 6,860 sq. ft. 15a. 14,400 sq. ft.

Further Land for Units to Tenants requirements

Details: KING & CO.

Chartered Surveyors

1 Snow Hill, London EC4A 3DL

Tel: 01-236 3000

WALTER & FORKNALL

30/32 King Street

Maidstone

Kent

Tel: 0622 57225

BY DIRECTION OF

Crompton
Nettlefold Stenman Ltd

FOR SALE

Modern Freehold

SINGLE STOREY FACTORY

WITH LAND FOR EXPANSION

Convenient for Motorway network—within 1 mile of M6
and less than 300 yards from A580

HAYDOCK

Midway between Manchester and Liverpool

OVER 60,000 SQ. FT. ON SITE OF 12 ACRES

Joint Agents:

CHESSHIRE, GIBSON & CO. W. H. ROBINSON & CO.

63 Temple Row 79 Mosley Street

BIRMINGHAM B2 5LP MANCHESTER M2 3LP

(021-643 9351) (061-228 6411)

Now on reduced terms

18,000 sq. ft.

Air-conditioned offices

Extensive ground floor
display frontage

15 Lower Regent Street, SW1

Ideal Banks, Airlines, Tourist Office etc.

Sole Agents



Leavers

38 Bruton Street, London W1X 8AD

Telephone 01-629 4281 01-493 2012

The Management Page

EDITED BY JOHN ELLIOTT

ough similar to the National Enterprise Board, the Scottish Development Agency has a wider brief. Ray Perman reports

A bridge to help reform Scottish industry

There were many leading because of the substantial other duties the SDA has to fulfil compared with the NEB. It took over the Scottish Industrial Estates Corporation and is responsible for building and letting factories. It took over the Scottish Small Industries Council and still keeps up its work, and it has been given the task of co-ordinating the

sitions may turn out to be untypical if Mr. Robertson's investment policy becomes reality. Ranco Motors, the subsidiary of a U.S. corporation, was bought outright for £127m. and the agency took an 80 per cent. holding in a new company to take over the Edinburgh factory of Munrospun Knitwear. They were the first chosen

shareholding of the new company and is now its chairman. In neither case was the company in imminent danger of closure, but the long-term future of both depended on new investment. The SDA was the most attractive purchaser since it did not need to take out profits in the short term, and moreover, had the funds to put in more cash if it was needed. Mr. Robertson is adamant that the first two subsidiaries of the SDA will be given the help they need, but will also be allowed the freedom to develop on their own.

He feels that the agency can bridge a gap which presently exists in the Scottish business scene. While there is money about for investing in sound schemes with adequate security, there are few organisations prepared to come forward and either take an equity stake in a company that needs a broader base on which to build, or which are willing to put up risk capital to back new ideas, new techniques or an expedition into a new market.

This aspect of the agency's work will become more important as it enters what Mr. Robertson describes as its "innovative phase," when it will hope to make good schemes happen. It might mean forming a new company, bringing in an existing firm to exploit a particular need or opportunity or providing the cash to develop an idea.

Monitoring service

The aim will be to run the SDA like a good industrial holding group, maintaining a discreet monitoring service to make sure the agency can spot warning signs as soon as they become apparent, but for the most part keeping clear.

This may prove a difficult policy to maintain as the agency is also required to improve the quality of management in Scottish companies by introducing new techniques and promoting industrial democracy. The agency is still building up staff and crystallising its ideas, so how both aims are to be put into practice is not yet certain. At the moment outside management consultants are being paid to make a start on the first job.

Another difficult stance to keep up may be the policy of staying clear of lame ducks, particularly if Conservative pressure persists and the agency is deprived of the right to invest in money-making concerns. Both Mr. Robertson and the SDA's chairman, Sir William Gray, have stressed that the agency is not, and cannot be, in the rescue business.

Business books list

Investments: Analysis and Management by Douglas A. Hayes and W. Scott Bauman. Collier Macmillan, 29. The third edition of this is an entirely new book rather than a revision of material in the previous editions.

Social Issues in Business by F. Luthans and R. Hodgetts. Collier Macmillan, 26. This is the second edition of a 1972 book with more emphasis on the chapters on ecology and consumerism.

Content Addressable Parallel Processors by Caxton C. Foster. Van Nostrand Reinhold, C. New York, 28.40. One of the Computer Science series, this book is a comprehensive look at CAPP, a machine that implements parallel processing at the hardware level.

Anyone want 10 legs and a set of drawers for a meeting in Plymouth?

If you do, you're in luck. Because, in addition to catering for 2-12 people (or 4-24 legs), our Small Meeting rooms can also come complete with a secretary. Who'll wear the drawers during your discussions? The Sales Department on 0752 62866 will reveal all.

Holiday Inn

Armada Way, Plymouth, Devon
Birmingham, Bristol, Dover, Lancaster, Liverpool, Newcastle,
Slough/Windsor, London Heathrow, Marble Arch and Swiss Cottage.

BOOK REVIEW

Balancing act in Africa

Lomho. Portrait of a Multi-national by S. Cronje, M. Ling and G. Cronje. Penguin Books in association with Julian Friedmann Books. £1.50 paperback. £6.95 hardback.

THE REPORT on Lomho by the Department of Trade Inspectors made it clear the company, as it is to-day, is very largely the creation of Mr. Tiny Rowland, its chief executive.

"You see the past and I have got an idea what the future could be depending on whether you want to kill it," Mr. Rowland told the inspectors. "But, by God, it (Lomho) has got one thing and that is it has got a protector and that is me."

The limits set by the inspectors' brief meant that they confined their study to a tiny fraction of the development of a group which has pushed its profits up in the space of 16 years from £160,000 to nearly £100m. and which currently employs upwards of 100,000 people in over 600 companies spread across more than 40 countries.

Now, this well researched book attempts to give a much wider impression of Tiny Rowland's idea of the future, and one of its main themes is that the actual achievements of Lomho — the strings of take-over bids, the hundredfold increase in its capital employed, the substantial investment in fixed assets — represent only a part of what it has attempted. The authors explain this by

giving the background to a series of almost unimaginably ambitious projects which, for one reason or another, have come to nothing.

For example, there were railway schemes, whereby it hoped to manage both Zaire's and Zambia's export routes to the Atlantic. There was a rumour of a £200m. petrochemical project with the Libyan Government, and the proposed production of 30m. yards of grey cloth a year in the Sudan. There was a company which it set up in partnership with the Sierra Leone Government, seen in many quarters as a direct challenge to Selection Trust's dominance of the local diamond industry.

Above all, there was the move to appoint Lomho as a consultant to the Organisation of African Unity, to assist member States in the achievement of their energy policies. Had this succeeded, the authors argue, Lomho would not only have been entitled to help as a consultant in planning the projects, but would also become contractors in the construction phase. They might even have become bankers and part-owners in the schemes.

This would, says the authors, have been "a remarkable latitudinal and profitable business for a company whose expertise in the oil and petrochemical fields had never been established, and whose financial resources would certainly not have stretched to undertaking multi-million dollar projects."

The potential consultancy ultimately foundered in a political storm. But the fact that it was considered at all provides perhaps the most striking evidence of one of Mr. Rowland's most remarkable skills. This is the balancing act between Lomho's apparently conflicting interests in both black and white African countries, so that the two areas of activity have proved safe and profitable.

In a key passage he is quoted as claiming that "the South African interests are historical; they were inherited, and with our emphasis on independent alternatives: sell up, maintain them, or expand them. We decided not to expand; our preference was to sell, but we were advised not to sell by several African leaders who thought that to do so would be increasing the strength of the enemies of Independent Africa."

In fact, the book argues, substantial and profitable businesses like Western Platinum Inyati are ventures which originated and were developed in the late 1960s and early 1970s.

What is not clear, however — and this is the book's main failing — is what would have happened if Tiny Rowland and his company had never existed. The authors emphasise the negative aspects of foreign investment for development.

But there are not enough details of how the wealth that has been created by Lomho's enormous sugar operation in Malawi, its ground nut mills in Nigeria, or its textile projects in Kenya have served the local economy. An example of the authors' uncertainty in this area is that at one point it is suggested that the Ashanti gold mine has been developed too slowly to meet Ghana's currency needs; at another, it is said that many Ghanaians fear that the mine has been exhausting its ore reserves too rapidly.

So the book does not provide any great insight into the economic case for and against multinational corporations. But it still makes gripping reading.

Richard Lambert

Are you having problems getting on your big computer?



There's only so much room on even the biggest computers. And once your company's computer has a full load, there's no way you're going to get your applications on it until somebody else gets off.

So you can't do your job as well as it ought to be done. And you may be forced to miss some business opportunities you really can't afford to miss.

Which is why you should get a computer of your own. A computer you can dedicate to your jobs and your jobs only. A computer that can communicate with all your big computer's resources and data.

A Data General ECLIPSE C/330. The C/330 costs less than any big computer. And a lot less than any number of missed opportunities.

And the C/330 has a highly flexible way to store and access data: A comprehensive data management system called INFOS.

Plus an incredibly easy-to-use COBOL that's compatible with your computer. Because it's up to big computer COBOL standards.

Other C/330 software is just as compatible. So you can use the same RPG II, FORTRAN and communications protocols on both computers. And you can pass data tapes between the two of them anytime you want. Without having to learn new languages and procedures.

And because the C/330 uses our Real-time Disc Operating System, it gives you up-to-date information anytime you want it, any way you want it.

Write for more information. There's nothing like a computer you can call your own.

NAME _____

TITLE _____

COMPANY _____

ADDRESS _____

Write for more information. There's nothing like a computer you can call your own.

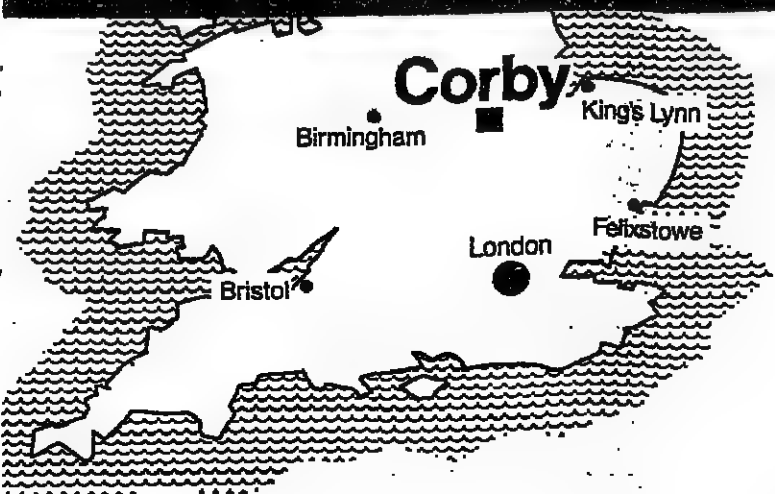
TEL _____

DataGeneral

Data General Limited, Westway House, 320 Ruslip Road East, Greenford, Middlesex, UB6 9BH. Tel: 01-578 9231
Offices also in Birmingham, Manchester and Glasgow.

FT26/11

We're in a position to help your business grow.



You're looking for an ideal area to re-locate or expand your business, take a look at Corby. It's close to the industrial heart of Britain.

It's within easy reach of the east ports, London and Birmingham.

Corby is conveniently situated on a major road and rail systems. It's well sited and fully equipped with factories ready for occupation at keenly competitive rents.

We'll work with you through design and build service. We're both skilled and unskilled available.

What's more, Corby is a mature as well as a modern town. So housing, schools, shops, public services and leisure activities are all established.

And of course we've got the experience and ability to offer a great deal of help and advice.

So why not write for further information to K.R.C. Jenkin, F.R.I.C.S., Chief Estates Officer, Corby Development Corporation, 9 Queen's Square, Corby, Northants, NN17 1PA. Phone: Corby (05366) 3535.

Whichever way you look at it, we're well placed to help you.



THE FINANCIAL TIMES

Incorporating THE FINANCIAL NEWS
(Established 1881)

Head Office Editorial & Advertisement Offices:
BRACKEN HOUSE, CANNON STREET, LONDON EC4A 3DF
Telephone Day & Night: 01-248 5000. Telegrams: Financial Times, London
Telex: 830541/2, 830587

For Share Index and Business News Summary Ring: 01-246 5026

Branches: **Geneva** 021-343 9071; **Paris** 01-425 5000; **Frankfurt** 069-292 0000; **Hamburg** 041-234 3000; **London** 01-248 5000; **Manchester** 061-234 3000; **New York** 212-512 2000; **San Francisco** 415-774 2000; **Singapore** 336-2200; **Tokyo** 03-5561 1000; **Zurich** 0041-22 343 9071

Printed by the Financial Times Ltd., 1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20, 21, 22, 23, 24, 25, 26, 27, 28, 29, 30, 31, 32, 33, 34, 35, 36, 37, 38, 39, 40, 41, 42, 43, 44, 45, 46, 47, 48, 49, 50, 51, 52, 53, 54, 55, 56, 57, 58, 59, 60, 61, 62, 63, 64, 65, 66, 67, 68, 69, 70, 71, 72, 73, 74, 75, 76, 77, 78, 79, 80, 81, 82, 83, 84, 85, 86, 87, 88, 89, 90, 91, 92, 93, 94, 95, 96, 97, 98, 99, 100, 101, 102, 103, 104, 105, 106, 107, 108, 109, 110, 111, 112, 113, 114, 115, 116, 117, 118, 119, 120, 121, 122, 123, 124, 125, 126, 127, 128, 129, 130, 131, 132, 133, 134, 135, 136, 137, 138, 139, 140, 141, 142, 143, 144, 145, 146, 147, 148, 149, 150, 151, 152, 153, 154, 155, 156, 157, 158, 159, 160, 161, 162, 163, 164, 165, 166, 167, 168, 169, 170, 171, 172, 173, 174, 175, 176, 177, 178, 179, 180, 181, 182, 183, 184, 185, 186, 187, 188, 189, 190, 191, 192, 193, 194, 195, 196, 197, 198, 199, 200, 201, 202, 203, 204, 205, 206, 207, 208, 209, 210, 211, 212, 213, 214, 215, 216, 217, 218, 219, 220, 221, 222, 223, 224, 225, 226, 227, 228, 229, 230, 231, 232, 233, 234, 235, 236, 237, 238, 239, 240, 241, 242, 243, 244, 245, 246, 247, 248, 249, 250, 251, 252, 253, 254, 255, 256, 257, 258, 259, 260, 261, 262, 263, 264, 265, 266, 267, 268, 269, 270, 271, 272, 273, 274, 275, 276, 277, 278, 279, 280, 281, 282, 283, 284, 285, 286, 287, 288, 289, 290, 291, 292, 293, 294, 295, 296, 297, 298, 299, 300, 301, 302, 303, 304, 305, 306, 307, 308, 309, 310, 311, 312, 313, 314, 315, 316, 317, 318, 319, 320, 321, 322, 323, 324, 325, 326, 327, 328, 329, 330, 331, 332, 333, 334, 335, 336, 337, 338, 339, 340, 341, 342, 343, 344, 345, 346, 347, 348, 349, 350, 351, 352, 353, 354, 355, 356, 357, 358, 359, 360, 361, 362, 363, 364, 365, 366, 367, 368, 369, 370, 371, 372, 373, 374, 375, 376, 377, 378, 379, 380, 381, 382, 383, 384, 385, 386, 387, 388, 389, 390, 391, 392, 393, 394, 395, 396, 397, 398, 399, 400, 401, 402, 403, 404, 405, 406, 407, 408, 409, 410, 411, 412, 413, 414, 415, 416, 417, 418, 419, 420, 421, 422, 423, 424, 425, 426, 427, 428, 429, 430, 431, 432, 433, 434, 435, 436, 437, 438, 439, 440, 441, 442, 443, 444, 445, 446, 447, 448, 449, 450, 451, 452, 453, 454, 455, 456, 457, 458, 459, 460, 461, 462, 463, 464, 465, 466, 467, 468, 469, 470, 471, 472, 473, 474, 475, 476, 477, 478, 479, 480, 481, 482, 483, 484, 485, 486, 487, 488, 489, 490, 491, 492, 493, 494, 495, 496, 497, 498, 499, 500, 501, 502, 503, 504, 505, 506, 507, 508, 509, 510, 511, 512, 513, 514, 515, 516, 517, 518, 519, 520, 521, 522, 523, 524, 525, 526, 527, 528, 529, 530, 531, 532, 533, 534, 535, 536, 537, 538, 539, 540, 541, 542, 543, 544, 545, 546, 547, 548, 549, 550, 551, 552, 553, 554, 555, 556, 557, 558, 559, 560, 561, 562, 563, 564, 565, 566, 567, 568, 569, 570, 571, 572, 573, 574, 575, 576, 577, 578, 579, 580, 581, 582, 583, 584, 585, 586, 587, 588, 589, 590, 591, 592, 593, 594, 595, 596, 597, 598, 599, 600, 601, 602, 603, 604, 605, 606, 607, 608, 609, 610, 611, 612, 613, 614, 615, 616, 617, 618, 619, 620, 621, 622, 623, 624, 625, 626, 627, 628, 629, 630, 631, 632, 633, 634, 635, 636, 637, 638, 639, 640, 641, 642, 643, 644, 645, 646, 647, 648, 649, 650, 651, 652, 653, 654, 655, 656, 657, 658, 659, 660, 661, 662, 663, 664, 665, 666, 667, 668, 669, 670, 671, 672, 673, 674, 675, 676, 677, 678, 679, 680, 681, 682, 683, 684, 685, 686, 687, 688, 689, 690, 691, 692, 693, 694, 695, 696, 697, 698, 699, 700, 701, 702, 703, 704, 705, 706, 707, 708, 709, 710, 711, 712, 713, 714, 715, 716, 717, 718, 719, 720, 721, 722, 723, 724, 725, 726, 727, 728, 729, 730, 731, 732, 733, 734, 735, 736, 737, 738, 739, 740, 741, 742, 743, 744, 745, 746, 747, 748, 749, 750, 751, 752, 753, 754, 755, 756, 757, 758, 759, 760, 761, 762, 763, 764, 765, 766, 767, 768, 769, 770, 771, 772, 773, 774, 775, 776, 777, 778, 779, 780, 781, 782, 783, 784, 785, 786, 787, 788, 789, 790, 791, 792, 793, 794, 795, 796, 797, 798, 799, 800, 801, 802, 803, 804, 805, 806, 807, 808, 809, 810, 811, 812, 813, 814, 815, 816, 817, 818, 819, 820, 821, 822, 823, 824, 825, 826, 827, 828, 829, 830, 831, 832, 833, 834, 835, 836, 837, 838, 839, 840, 841, 842, 843, 844, 845, 846, 847, 848, 849, 850, 851, 852, 853, 854, 855, 856, 857, 858, 859, 860, 861, 862, 863, 864, 865, 866, 867, 868, 869, 870, 871, 872, 873, 874, 875, 876, 877, 878, 879, 880, 881, 882, 883, 884, 885, 886, 887, 888, 889, 890, 891, 892, 893, 894, 895, 896, 897, 898, 899, 900, 901, 902, 903, 904, 905, 906, 907, 908, 909, 910, 911, 912, 913, 914, 915, 916, 917, 918, 919, 920, 921, 922, 923, 924, 925, 926, 927, 928, 929, 930, 931, 932, 933, 934, 935, 936, 937, 938, 939, 940, 941, 942, 943, 944, 945, 946, 947, 948, 949, 950, 951, 952, 953, 954, 955, 956, 957, 958, 959, 960, 961, 962, 963, 964, 965, 966, 967, 968, 969, 970, 971, 972, 973, 974, 975, 976, 977, 978, 979, 980, 981, 982, 983, 984, 985, 986, 987, 988, 989, 990, 991, 992, 993, 994, 995, 996, 997, 998, 999, 1000

FRIDAY, NOVEMBER 26, 1976

Forecasting dangers

THE FORECASTS published yesterday by the National Institute of Economic and Social Research differ so substantially, to use its own phrase, from those published three months ago that they will, quite properly, be treated with considerable caution. Errors in economic forecasting are inevitable; it is useful, however, to be reminded of the inevitability and of the consequent need to regard all policy prescriptions as provisional. The chief (though not the only) factors which caused the Institute's last prediction to go astray were the slower growth than expected of world trade and the faster drop than expected in the sterling exchange rate.

But there is still considerable disagreement among economists of all schools about whether the current setback in world economic recovery is likely to be temporary or lasting. As for the exchange rate, assumptions are hard to make at a time when monetary policy has just been tightened hard (too late for the Institute to take into account) and when a package of some sort to meet the requirements of the International Monetary Fund is only a few weeks off. Moreover, the Institute assumes throughout that productivity will rise much more slowly than its potential because high unemployment will lead to work-sharing.

Assumptions

In fact, the evidence so far is that firms are getting more overtime out of their existing workforce rather than increasing it—a tendency which will certainly persist if there is only a slow recovery in output—and that productivity is therefore rising. All the basic assumptions on which the detailed forecasts rest are therefore open to question: and the sharp increase posited for next year's terms of trade seems particularly optimistic. As for the fall in the public borrowing requirement which is assumed to take place automatically next year, mainly as a result of fiscal

Wage restraint

We are not necessarily arguing in favour of a spending cut of that size in one go, still less in favour of keeping unemployment at a high level indefinitely. Now that the Government has suddenly shifted from a very fast to a very slow rate of growth in the money supply, it will have to tread carefully: real and continuing cuts are what is needed without doubt. We are only pointing out that the Institute's tendency to err on the side of expansion, combined if necessary with imports controls, is questionable even on its own assumptions. We can agree wholeheartedly, however, with its recommendation that the Government should move on to settle policy to follow the present stage of the "social contract." Agreement will not be easy, and last-minute negotiations would unsettle confidence at home and abroad. If, as it suggests, tax reductions are again brought into the bargaining, we would favour some increase in indirect taxes to balance reduced rates of direct tax at the bottom and top ends of the income scale.

New approach to the steel recession

EUROPE'S steel makers are in a somewhat stronger position to weather the pressures of economic recession than was the case before to-day's groupings were formed in the 1960s and early 1970s. Last year's recession was the worst the industry had experienced for 40 years, yet there was noticeably less suicidal price-cutting of the kind that used to occur. The main pressure last year came from imports, from Japan and Eastern Europe and from newer steel-producing nations such as Spain. Last year's experiences also served to bring out more clearly the cumbersome and inflexible nature of the powers of intervention at times of crisis which had been vested in the European Commission by the Treaty of Paris. They had been drawn up when circumstances in the industry were altogether different and limited the Commission to choosing between remaining in a largely ineffective advisory role and setting compulsory output quotas, minimum selling prices and import controls.

More promptly

The Commission has now managed to come up with a new and more flexible set of arrangements. The full details are to be revealed after another meeting next month but the basic aim is to enable the Commission to act more promptly and to do so after consulting and, preferably, after agreeing with the steel makers themselves. As a permanent measure, the Commission is to institute an improved system of monitoring of trends in the steel market; and to deal with the longer-term problems of supply, it will in future say publicly when it disapproves of a particular investment project. The Commission will still be unable to prevent a new scheme going ahead, but knowledge of its disapproval may make it more difficult for the sponsor to find financial backers.

Whenever production quotas are thought to be desirable, they will be introduced on a voluntary basis. If they are followed up with minimum price guidelines, these too will not be compulsory and, instead of import

Effectiveness

These arrangements largely represent a compromise between the views of the French steel industry, which had been urging the Commission to act throughout most of last year, and those of the German steel makers who, although themselves under pressure from import competition, resisted the use of compulsory powers. These differences hardened sharply earlier this year when the German steel makers formed a cartel embracing most of the Community's privately-owned—and, as it happens, more efficient and less debt-ridden—steel companies, a move which the French industry saw as a challenge both to the Community idea. The Commission has done well to evolve a new agreement out of this split. The effectiveness of the new arrangements will soon be put to the test. The demand for steel has not recovered as strongly as some Continental producers expected, partly because of the stock cycle and partly because of increased imports, so voluntary quotas are to apply to domestic steel deliveries from January. To ease import pressure, too, the Commission earlier this month persuaded the Japanese Government to include the smaller Japanese steel companies—whose shipments have increased substantially this year—in the existing "gentlemen's agreement" for voluntary export restraint. These measures may or may not be necessary or desirable, but if they are it is obviously preferable to have them operated by governments than by the steel makers themselves.

Arab and Israeli confidence threatens a new Middle East conflict. Malcolm Rutherford reports

The Arab challenge that Carter must take up

THE PRESSURES on Mr. Jimmy Carter to launch a new American peace initiative in the Middle East shortly after he takes over as President on January 20 are becoming irresistible. One by one, one might even say step-by-step, the pieces have been falling into place—almost as if there were some Arab grand design, to the point where Mr. Carter will be compelled to act whether he wants to or not.

Yet it is not a situation which inspires optimism among experienced Middle East observers. There is a feeling that something will happen, that the new U.S. initiative, in whichever form it comes, will get further than the step-by-step diplomacy of the Kissinger period, but that in the end it may again fail because the nature of the problem remains so intractable. The fear is that ultimately that could mean another war, which both the Israelis and the Arabs are prepared to fight—because they believe that they will win: the Arabs because they believe with no less justification that, in the long run, time is on their side.

Nevertheless, the Arabs have issued their challenge, even if for the present it is a challenge of peace, and Mr. Carter will be obliged to take it up.

To speak of a grand design is to ignore the element of sheer good luck in the way the Syrian intervention in the Lebanon has worked out. It is very difficult to believe that the President, Hafez al-Assad, of Syria, could have foreseen a year or so ago that by November 1976 the civil war in the Lebanon would be virtually over, that Syrian forces under the cloak of the Arab League would be in control of the country, that the Palestine Liberation Organisation (PLO) would have been to some extent tamed as an independent force, and that on top of everything there would be a reconciliation with President Anwar Sadat of Egypt. Yet that is the train of events which has led to talk of a Middle East settlement again being in the air.

Step-by-step diplomacy

In order to appreciate the extent of the change, it is only necessary to think back to September, 1975. That was the time of the second Sinai disengagement agreement between Egypt and Israel and, in retrospect, the end of Dr. Kissinger's step-by-step diplomacy. President Assad denounced the Egyptians for selling the

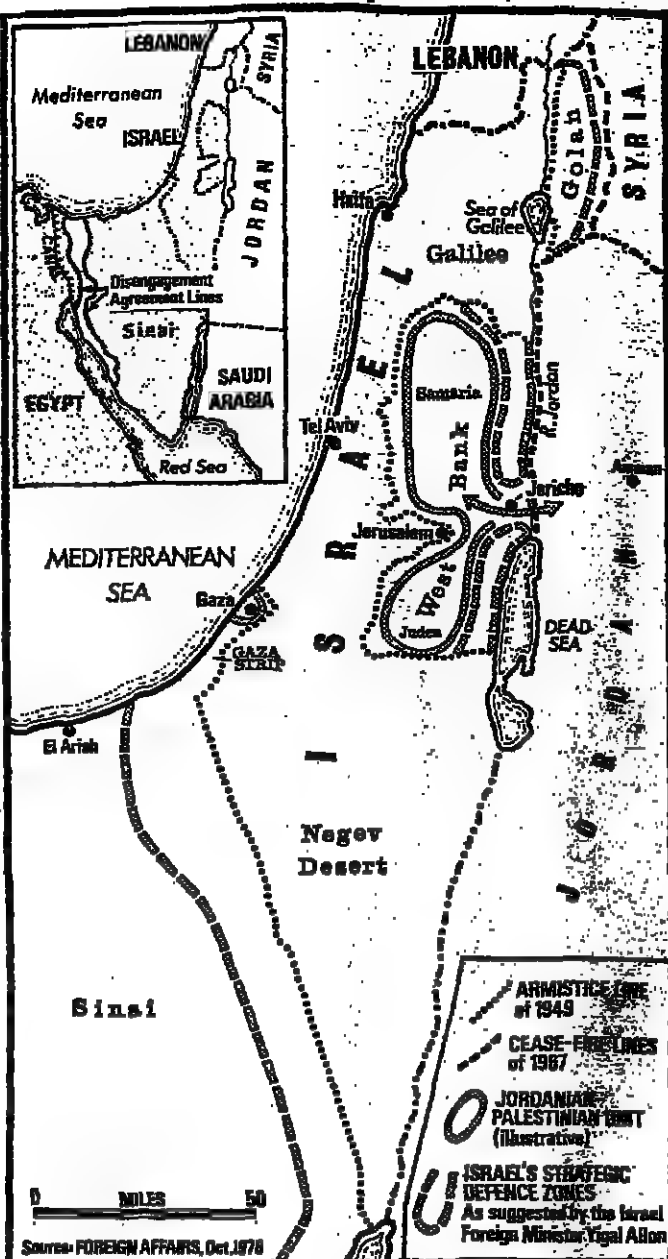
Palestinians down the river. It quickly became apparent that there could be no follow-up disengagement agreement between Israel and Syria. Indeed, as the price even for renewing the UN mandate on the Golan Heights between the two countries President Assad demanded—and secured—a Security Council debate on the Palestinian question with PLO participation. That was the proof of his radical credentials.

Since then there has been the Syrian intervention in the Lebanon, first against the Christians, then against the Left-wing forces including the Palestinian guerrillas. The threat of the Lebanon emerging as a front-line confrontation State capable of provoking a war with Israel at a time not of Syria's choosing has been removed, or at any rate much diminished. Not least, at the Arab summit meeting in Riyadh last month President Assad reached a new accommodation with the Palestinians and a reconciliation with President Sadat. Although some Egyptian-Syrian rivalries still persist, the two key Arab countries appear to be working together again with the backing of Saudi Arabia, the pay-master.

There could be no clearer sign of the new Arab confidence than the way Syria announced last week-end—ahead of the deadline—that the UN mandate on the Golan Heights would again be extended. In contrast to a year ago, there was no haggling about conditions. The mandate was being renewed, said Syria, "to give international efforts the chance to establish a just and durable peace in the region."

In fact, as the Syrians very well know, no great international efforts at a Middle East settlement are under way at the moment. The message is a signal to President-elect Carter, and a sign of Arab expectations. There have been other Arab signals too. A few weeks ago Mr. Ismail Fahmi, the Egyptian Foreign Minister, met his Soviet counterpart, Mr. Andrei Gromyko, in Bulgaria. So far as is known, "nothing much came out of the meeting. But it was clearly intended by the Egyptians as a demonstration that Soviet-Egyptian lines have not been wholly severed and could be reconnected if the U.S. fails to deliver the goods."

The most tantalising signal of all, however, has been a series of hints that the PLO might be ready to recognise the existence of the state of Israel. If so, it would undermine at a stroke one of the principal Israeli objections to substantive negotiations on the Palestine question. It is presumably a card that will be played, but since it



The Israeli Foreign Minister, Mr. Allon, produced this map to illustrate his point that Israel can compromise on territory but not where it affects security.

would represent a major concession on the PLO's part, not before there is a reasonable expectation of a *quid pro quo*.

So where does that leave Mr. Carter? He must know that his Administration will have to do something, and that because Arab expectations are so high it will have to do it fairly soon. There may be a little time to be gained by sending an emissary to the various capitals and establishing trust with the parties involved, but not much. It must also be clear that there can be no question of picking up the Kissinger diplomacy of trading "a little bit of land for a little bit of peace." This time the negotiations, if they take place, will be about the real thing: the establishment of a permanent home for the Palestinian people.

side—the hint, for example, of tentative but direct contact with the PLO. Overriding all that, however, is the impression that Israeli policy has not yet changed to the point of being ready to agree to a settlement acceptable to the Arabs.

For a start, the Israelis' view of developments in the Arab world is not necessarily the same as that outlined above. They see the Arabs as essentially weak and divided, capable of temporarily uniting perhaps, only to fall out again later. The twists and turns of events in the Lebanon could be taken as a perfect illustration.

The Israelis are also aware of their own present military superiority. Syria, while putting out feelers to the West, has also maintained its links with the Soviet Union and is therefore well armed, though already of course extended by its activities in the Lebanon. Egypt, on the other hand, has lost its Soviet supplies and is not yet receiving alternatives to speak of from the West. It is therefore militarily weak. There is no such weakness on the part of the Israelis who appear to have learned the lessons—in terms of electronic warfare—of the 1973 war, to have received new equipment, and to be almost certainly correct in their view that if a new war breaks out in the next year or two, Israel will win.

The belief in military superiority, and the need to maintain it, is central even to Israeli peace plans. The plan put forward by Mr. Yigal Allon, the Foreign Minister, in the October issue of *Foreign Affairs*—itself an updating of an earlier plan—runs broadly as follows: Israel can afford to compromise on territory but it cannot afford to do so on security. It therefore requires "defensible borders."

Mr. Allon writes that within the context of a peace settlement he would personally advocate giving up the large majority of the areas that fell into Israeli hands in the 1967 war (in other words the "occupied territories"). But in return he would demand "security zones" where sufficient Israeli forces would be posted in order to hold back an Arab invasion long enough to allow the necessary counter-offensive to be launched and the aggression to be defeated. Elsewhere in the article he suggests that Israel must always be able to maintain sufficient strength to defend itself "in every regional conflict and against any regional combination of strength confronting it without the help of any foreign army."

Quite apart from the burden such an undertaking would impose on the Israeli economy, it

The American influence

Mr. Carter thus has a task ahead of him old questions of how to settle re-emerge. But so in sharper form, because the debate will be central issue of Palestine, not about peripheral territory. Will the U.S. withhold arms supplies if the Israelis fail to respond to the U.S. on the issue of electronic warfare—of the funds? How far will the U.S. be able to persuade the Israelis to settle re-emerge. But so in sharper form, because the debate will be central issue of Palestine, not about peripheral territory. Will the U.S. withhold arms supplies if the Israelis fail to respond to the U.S. on the issue of electronic warfare—of the funds? How far will the U.S. be able to persuade the Israelis to settle re-emerge. But so in sharper form, because the debate will be central issue of Palestine, not about peripheral territory. Will the U.S. withhold arms supplies if the Israelis fail to respond to the U.S. on the issue of electronic warfare—of the funds? How far will the U.S. be able to persuade the Israelis to settle re-emerge. But so in sharper form, because the debate will be central issue of Palestine, not about peripheral territory. Will the U.S. withhold arms supplies if the Israelis fail to respond to the U.S. on the issue of electronic warfare—of the funds? How far will the U.S. be able to persuade the Israelis to settle re-emerge. But so in sharper form, because the debate will be central issue of Palestine, not about peripheral territory. Will the U.S. withhold arms supplies if the Israelis fail to respond to the U.S. on the issue of electronic warfare—of the funds? How far will the U.S. be able to persuade the Israelis to settle re-emerge. But so in sharper form, because the debate will be central issue of Palestine, not about peripheral territory. Will the U.S. withhold arms supplies if the Israelis fail to respond to the U.S. on the issue of electronic warfare—of the funds? How far will the U.S. be able to persuade the Israelis to settle re-emerge. But so in sharper form, because the debate will be central issue of Palestine, not about peripheral territory. Will the U.S. withhold arms supplies if the Israelis fail to respond to the U.S. on the issue of electronic warfare—of the funds? How far will the U.S. be able to persuade the Israelis to settle re-emerge. But so in sharper form, because the debate will be central issue of Palestine, not about peripheral territory. Will the U.S. withhold arms supplies if the Israelis fail to respond to the U.S. on the issue of electronic warfare—of the funds? How far will the U.S. be able to persuade the Israelis to settle re-emerge. But so in sharper form, because the debate will be central issue of Palestine, not about peripheral territory. Will the U.S. withhold arms supplies if the Israelis fail to respond to the U.S. on the issue of electronic warfare—of the funds? How far will the U.S. be able to persuade the Israelis to settle re-emerge. But so in sharper form, because the debate will be central issue of Palestine, not about peripheral territory. Will the U.S. withhold arms supplies if the Israelis fail to respond to the U.S. on the issue of electronic warfare—of the funds? How far will the U.S. be able to persuade the Israelis to settle re-emerge. But so in sharper form, because the debate will be central issue of Palestine, not about peripheral territory. Will the U.S. withhold arms supplies if the Israelis fail to respond to the U.S. on the issue of electronic warfare—of the funds? How far will the U.S. be able to persuade the Israelis to settle re-emerge. But so in sharper form, because the debate will be central issue of Palestine, not about peripheral territory. Will the U.S. withhold arms supplies if the Israelis fail to respond to the U.S. on the issue of electronic warfare—of the funds? How far will the U.S. be able to persuade the Israelis to settle re-emerge. But so in sharper form, because the debate will be central issue of Palestine, not about peripheral territory. Will the U.S. withhold arms supplies if the Israelis fail to respond to the U.S. on the issue of electronic warfare—of the funds? How far will the U.S. be able to persuade the Israelis to settle re-emerge. But so in sharper form, because the debate will be central issue of Palestine, not about peripheral territory. Will the U.S. withhold arms supplies if the Israelis fail to respond to the U.S. on the issue of electronic warfare—of the funds? How far will the U.S. be able to persuade the Israelis to settle re-emerge. But so in sharper form, because the debate will be central issue of Palestine, not about peripheral territory. Will the U.S. withhold arms supplies if the Israelis fail to respond to the U.S. on the issue of electronic warfare—of the funds? How far will the U.S. be able to persuade the Israelis to settle re-emerge. But so in sharper form, because the debate will be central issue of Palestine, not about peripheral territory. Will the U.S. withhold arms supplies if the Israelis fail to respond to the U.S. on the issue of electronic warfare—of the funds? How far will the U.S. be able to persuade the Israelis to settle re-emerge. But so in sharper form, because the debate will be central issue of Palestine, not about peripheral territory. Will the U.S. withhold arms supplies if the Israelis fail to respond to the U.S. on the issue of electronic warfare—of the funds? How far will the U.S. be able to persuade the Israelis to settle re-emerge. But so in sharper form, because the debate will be central issue of Palestine, not about peripheral territory. Will the U.S. withhold arms supplies if the Israelis fail to respond to the U.S. on the issue of electronic warfare—of the funds? How far will the U.S. be able to persuade the Israelis to settle re-emerge. But so in sharper form, because the debate will be central issue of Palestine, not about peripheral territory. Will the U.S. withhold arms supplies if the Israelis fail to respond to the U.S. on the issue of electronic warfare—of the funds? How far will the U.S. be able to persuade the Israelis to settle re-emerge. But so in sharper form, because the debate will be central issue of Palestine, not about peripheral territory. Will the U.S. withhold arms supplies if the Israelis fail to respond to the U.S. on the issue of electronic warfare—of the funds? How far will the U.S. be able to persuade the Israelis to settle re-emerge. But so in sharper form, because the debate will be central issue of Palestine, not about peripheral territory. Will the U.S. withhold arms supplies if the Israelis fail to respond to the U.S. on the issue of electronic warfare—of the funds? How far will the U.S. be able to persuade the Israelis to settle re-emerge. But so in sharper form, because the debate will be central issue of Palestine, not about peripheral territory. Will the U.S. withhold arms supplies if the Israelis fail to respond to the U.S. on the issue of electronic warfare—of the funds? How far will the U.S. be able to persuade the Israelis to settle re-emerge. But so in sharper form, because the debate will be central issue of Palestine, not about peripheral territory. Will the U.S. withhold arms supplies if the Israelis fail to respond to the U.S. on the issue of electronic warfare—of the funds? How far will the U.S. be able to persuade the Israelis to settle re-emerge. But so in sharper form, because the debate will be central issue of Palestine, not about peripheral territory. Will the U.S. withhold arms supplies if the Israelis fail to respond to the U.S. on the issue of electronic warfare—of the funds? How far will the U.S. be able to persuade the Israelis to settle re-emerge. But so in sharper form, because the debate will be central issue of Palestine, not about peripheral territory. Will the U.S. withhold arms supplies if the Israelis fail to respond to the U.S. on the issue of electronic warfare—of the funds? How far will the U.S. be able to persuade the Israelis to settle re-emerge. But so in sharper form, because the debate will be central issue of Palestine, not about peripheral territory. Will the U.S. withhold arms supplies if the Israelis fail to respond to the U.S. on the issue of electronic warfare—of the funds? How far will the U.S. be able to persuade the Israelis to settle re-emerge. But so in sharper form, because the debate will be central issue of Palestine, not about peripheral territory. Will the U.S. withhold arms supplies if the Israelis fail to respond to the U.S. on the issue of electronic warfare—of the funds? How far will the U.S. be able to persuade the Israelis to settle re-emerge. But so in sharper form, because the debate will be central issue of Palestine, not about peripheral territory. Will the U.S. withhold arms supplies if the Israelis fail to respond to the U.S. on the issue of electronic warfare—of the funds? How far will the U.S. be able to persuade the Israelis to settle re-emerge. But so in sharper form, because the debate will be central issue of Palestine, not about peripheral territory. Will the U.S. withhold arms supplies if the Israelis fail to respond to the U.S. on the issue of electronic warfare—of the funds? How far will the U.S. be able to persuade the Israelis to settle re-emerge. But so in sharper form, because the debate will be central issue of Palestine, not about peripheral territory. Will the U.S. withhold arms supplies if the Israelis fail to respond to the U.S. on the issue of electronic warfare—of the funds? How far will the U.S. be able to persuade the Israelis to settle re-emerge. But so in sharper form, because the debate will be central issue of Palestine, not about peripheral territory. Will the U.S. withhold arms supplies if the Israelis fail to respond to the U.S. on the issue of electronic warfare—of the funds? How far will the U.S. be able to persuade the Israelis to settle re-emerge. But so in sharper form, because the debate will be central issue of Palestine, not about peripheral territory. Will the U.S. withhold arms supplies if the Israelis fail to respond to the U.S. on the issue of electronic warfare—of the funds? How far will the U.S. be able to persuade the Israelis to settle re-emerge. But so in sharper form, because the debate will be central issue of Palestine, not about peripheral territory. Will the U.S. withhold arms supplies if the Israelis fail to respond to the U.S. on the issue of electronic warfare—of the funds? How far will the U.S. be able to persuade the Israelis to settle re-emerge. But so in sharper form, because the debate will be central issue of Palestine, not about peripheral territory. Will the U.S. withhold arms supplies if the Israelis fail to respond to the U.S. on the issue of electronic warfare—of the funds? How far will the U.S. be able to persuade the Israelis to settle re-emerge. But so in sharper form, because the debate will be central issue of Palestine, not about peripheral territory. Will the U.S. withhold arms supplies if the Israelis fail to respond to the U.S. on the issue of electronic warfare—of the funds? How far will the U.S. be able to persuade the Israelis to settle re-emerge. But so in sharper form, because the debate will be central issue of Palestine, not about peripheral territory. Will the U.S. withhold arms supplies if the Israelis fail to respond to the U.S. on the issue of electronic warfare—of the funds? How far will the U.S. be able to persuade the Israelis to settle re-emerge. But so in sharper form, because the debate will be central issue of Palestine, not about peripheral territory. Will the U.S. withhold arms supplies if the Israelis fail to respond to the U.S. on the issue of electronic warfare—of the funds? How far will the U.S. be able to persuade the Israelis to settle re-emerge.

An honest man in the Labour Cabinet

At a moment that fully debated in Cabinet. The effect has been striking—as perhaps the Prime Minister knew when he allowed it. The minister without Treasury arguments about a whole range of questions normally considered arcane have been exposed to the challenge not only of other economic heavyweights in the Cabinet, but to the full blast of political scepticism which the non-Cabinet members of the Cabinet bring to bear.

Well, how much scepticism do you bring to bear? You will certainly have started off with a good deal. You are serious and patriotic, and are therefore deeply concerned about the economy and prepared to accept that putting it to rights is likely to be a long and painful process requiring courage and sacrifice all round. On the other hand you are a humane person who has come into politics, we will assume, with some sense of social responsibility and you will be inclined to place a heavy burden of proof on the shoulders of anyone putting forward measures likely to produce further waste of human and material resources—or, to put it plainly, throw more men and women out of work. If that is unavoidable, you will accept it; but you will need to be convinced of the absolute necessity.

There will be, moreover, another perfectly honourable consideration at the back of your mind. You are a Labour supporter who believes that a social democratic alliance such as the Labour Party is, for all its imperfections, far the best and perhaps the only way of keeping the trade union movement and indeed very large numbers of working people in this country committed to a gradualist outlook and an acceptance of a mixed economy. Any

widespread suspicion that the present government has caused unnecessary suffering or failed to do its damndest to protect the workers within a framework of national interest, would mean far more than the end of the Labour Government. It would probably make the beginning of a period of industrial chaos and political extremism of the left.

As you brood on all this, Whitehall rumours reach your ears that the IMF visiting team are beginning to talk in terms of a cut in the public sector borrowing requirement next year of between £2.5bn. and £3.5bn. and that the Chancellor is disposed to accept their recommendation as the price of the £3.9bn. loan. Just as you gulp and say to yourself "Denis will have to do some explaining on that one," your eye lights upon a letter to The Times from six eminent and impeccably "Establishment" economists. This states, among other things, that "a quick attempt at a massive reduction in the budget deficit would simply aggravate the recession... so long as private savings remain high, corporate liquidity low, a collective oil deficit persists, and the economy remains slack, it is perfectly rational to plan a substantial budget deficit... Public expenditure should indeed be cut... But cuts adopted for this reason should be accompanied by tax reduction rather than being used to reduce the budget deficit."

Thus alerted to the possibility that there may be a respectable economic case for resisting further cuts in the deficit until economic recovery has got under way, you take your seat at the Cabinet table last Tuesday. A number of surprises await you. First of all you discover that your colleagues have been reading the same articles and are not



Leaving 11, Downing Street, recently: Mr. Alan Whitmore, head of the IMF mission (left); Sir Derek Mitchell, Second Permanent Secretary at the Treasury; and Mr. William Ryrie, British Economic Minister in Washington.

only overwhelmingly sceptical of the intellectual case for any cuts at all, they are actually prepared to argue the question on those terms with the Chancellor. Almost nothing is to be heard, even from the most political of Ministers of the effect of cuts on the Party and the electoral condition of the government.

The second surprise is the uneasiness of the Chancellor in the face of this assault. At some moments he appears to be speaking from a Treasury brief which argues the economic and financial necessity of a drastic cut in the deficit but he is immediately assailed with moderate but powerful speeches from right and left. Mr. Crossland and Mr. Peter Shore go through the arguments and point out that there is now an economic consensus which includes even monetary economists about the present danger of squeezing too hard, too fast.

In the whole Cabinet, apart from the Chancellor, probably only Mr. Edmund Dell and Mr. Reg Prentice are in favour of draconian measures on the Treasury and fear that some officials may have been encouraging excessive stringency among the IMF team. For another, they have been "bounced" by Mr. Healey before with arguments of this kind, and wish to have chapter and verse. Thirdly, some of them still take the view that the international community cannot let sterling go down the plug-hole, and that the IMF cannot really afford to refuse its approval of any reasonable policies that are offered in good faith.

The Chancellor therefore has to play a third card—namely the general state of international confidence in the market. Let us suppose, he says, that we twist the IMF's arm and get away with it, any package which is generally thought to be inadequate,

It becomes clear that your colleagues are suspicious of the argument. For one thing they do not trust some sections of the Treasury and fear that some officials may have been encouraging excessive stringency among the IMF team. For another, they have been "bounced" by Mr. Healey before with arguments of this kind, and wish to have chapter and verse. Thirdly, some of them still take the view that the international community cannot let sterling go down the plug-hole, and that the IMF cannot really afford to refuse its approval of any reasonable policies that are offered in good faith.

The Chancellor therefore has to play a third card—namely the general state of international confidence in the market. Let us suppose, he says, that we twist the IMF's arm and get away with it, any package which is generally thought to be inadequate,

even if it has the IMF's seal of approval, will cause the collapse of sterling. What is therefore required is a set of measures which will not disappoint expectations. One of your colleagues (better not say who) throws you a note which reads "That's rich, considering that it's Denis and the Treasury who've created the expectations." But the argument is clearly a crucial one—and indeed one which it is impossible for you, without knowing far more of the market than you do, to meet.

You have a feeling that there may be another element of "bounce" here; but intellectual arguments like those of Mr. Crossland which skirt around the confidence question leave you feeling faintly uneasy. As you contemplate the prospect of a calamitous run on sterling the day after the package is announced, your mind like others round the table, begins to harden towards accepting some cuts for cosmetic purposes, but you remain basically unconvinced and therefore extremely anxious to fall in with any ideas for (a) keeping the figures to the barest minimum and (b) minimising the deflationary effect of any figures that have to be accepted.

The most promising notion under (a) turns out to be that of taking two bites at the cherry. Supposing that the IMF is suggesting a fall in the public sector borrowing requirement of £2bn. (which seems the figure they will very likely end up with after the haggling is over) why not offer them £1bn. the first year and £1bn. the second? This would reduce the immediate impact, and go some way to meeting the economic argument that the deficit should be reduced as and when output recovers. At the same time it

gives the disciplinarians an impression that the IMF is "monitoring" British progress. (Another colleague, who likes showing off his economic expertise, throws you a note which reads: "What's more, in a year's time Harold Lever will have sold so much indexed public debt that the reduction in interest payments will probably bring us well below target.")

Greatly daring, you ask whether confidence would not be much helped (and therefore the size of the initial cut reduced) if we had more hard cash behind us. Is there no chance of getting the famous sterling safety net or loan from the major industrial countries in place by the time the package is announced? The Prime Minister who has been playing his hand very close to his chest for the past month does not seem very anxious to discuss the matter, and the Chancellor replies that it could hardly be done in the time in any case. But by winks and nods you are led to believe that something major is going on on this front which might mature much earlier than many people suppose.

The meeting breaks up before anybody has really got down to discussing the detailed impact of a package and even the total amounts cannot be clinched until after further discussions with the IMF and another "go" at Mr. William Simon when he arrives in London this week-end. But you leave the Cabinet room feeling reassured. Cabinet will not split on this one. It is facing the realities but the damage which you feared might follow from the application of a panic-stricken orthodoxy, now seems likely to be avoided.

Letters to the Editor

Ministry of State

My stated Northern Ireland becoming Sec-I am taking the usual step for a comment on your paper I am feature in "Britain's Poor" appeared in November 22.

summarised in which says that he cash are now "Ulster." That idiom as a whole is a period of the economy of nd is in a is something to personally drawn that the United ment no longer do what it can economic life is quite untrue ce of the article view justify the a from it.

verse is the case. Justices currently ed in other parts ndom, Northern only received by n aid from the d Office sufficient ce its revenue o the continuing of Northern land has been -rata share of yment packages, available under August, 1975, in cash in the years 77-78.

ort has been Harland and day in response tary question I unemployment figures and the economic situation. We are anxious that a picture be presented of the situation as it is, and of the efforts that are being made—with some excellent inducements as back up—to find work for those who so badly need it.

Effort

I hope this letter shows that there is no lack of will on my part for the Government to help the Northern Ireland economy. There is, moreover, every intention to encourage the magnificent effort of trade unions and management, who have kept the wheels of industry and commerce turning in these difficult times. It may not be generally known that the United Kingdom's industrial dispute record has this year been better than at any time since 1953. In Northern Ireland it is almost twice as good. The first round of meetings which I myself held when I took up office in Northern Ireland were with the Northern Ireland Committee of the Irish Congress of Trade Unions, which have made a special point of seeking the views in depth of both those bodies on the Quigley Report and on the economic and industrial priorities which they think should form the basis of our future economic strategy. I hope that in the new forum which I hope to set up early next year to replace the old Economic Council, we shall have another opportunity to demonstrate that the will which is necessary on all sides—employers, trade unions and

Government—is very much there.

Roy Mason,
Northern Ireland Office,
Great George Street, S.W.1.

Local authority building

From the Secretary, External Affairs, Federation of Civil Engineering Contractors.

Sir—You reported (November 24) a speech by Mr. Reg. Ffrench, the Housing Minister, in which he accuses the industry of "blatant misrepresentation and exaggeration" with regard to his plans to expand local authority building departments.

He seeks to make much of the statistic that "direct labour carries out only five per cent. of all new civil engineering work. The fact is, however, that he has committed himself to securing the maximum possible expansion of this figure without placing any upper limit on the proportion of the market which he hopes to transfer from the private to the public sector.

He also claims that his move represents "rationalisation" and has nothing at all to do with nationalisation. Unfortunately we are all too well aware of a variety of policy documents produced by his party which make it all too plain that they at least regard the take-over of a major proportion of the industry's work load by local authorities as being the first step towards a major public enterprise stake in construction.

Mr. Ffrench also says that he had thought that his efforts to impose proper competition and accountancy practices on direct labour departments would be welcomed by the industry. So far as they go, of course, they are welcomed. Our objection to his measure is that he is proposing to allow local authorities to considerably expand their direct labour activities by carrying out work for a whole range of public and private clients, both inside and outside their boundaries, before effective competition rules have been introduced which would demonstrate whether or not such an expansion could be justified.

We also doubt the wisdom of allowing local authorities to engage in major industrial or commercial activities which go far beyond giving a service to their own ratepayers and add a whole new aspect to local government activity.

M. D. Near,
Romney House,
Tufon Street, S.W.1.

Petrol price signs

From Mr. E. Shepard.

Sir—Regarding the "Petrol signs" warning report by Elinor Goodman, Consumer Affairs Correspondent, which appeared on November 17, may we request the space to offer some comments.

The remarks concerning discussions with the Office of Fair Trading and various associations representing the petrol trade are misleading in themselves. The bodies that we understand were involved were the major petrol supply companies (who in some instances are not practising the agreement quoted), the Motor Agents Association and the Petroleum Retailers Association which only account for a section of the petrol retailers in Great Britain and leave countless numbers without representation.

If Mr. Fraser is really serious in his assertions that the public need protection, then surely he

should turn his attention to all forms of retailing. The method of pricing in the petrol trade, as pointed out by Mr. Fraser, is a form of retailing. Had the Government of the day not abolished retail price maintenance, the problem could not have arisen. It could appear that Mr. Fraser feels that the petrol retailers provide an excellent vehicle to draw attention to the vigilance of his Department which is sadly lacking in the above.

We, as a company, deplore the anomalous situation that exists in our trade at present, but various forms of marking prices does not tend, in our estimation, to mislead the general public as Mr. Fraser would have people believe. Our findings are that the public are most conscious of checking prices at petrol pumps and discounts that are offered.

We have discussed this matter with our local Office of Fair Trading and consider that Mr. Fraser should seek advice from his Officers, who deal with the retailers at grass roots and are able to appreciate the difficulties that petrol retailers experience in various areas.

E. H. A. Shepard,
Alsted Garages,
Bale Street,
East Peckham,
Tonbridge,
Kent.

Council housing

From Mr. R. Musgrave.

Sir—The Lombard column of November 23 makes a big mistake when it talks about the "financial collapse of the public housing system in London" on the grounds that rents cover only 30 per cent. of expenditure in the housing revenue account. Surely most of the remaining 70 per cent. is debt interest and the rate of interest that the GLC pays is less than the current rate of inflation or the rate of appreciation in value of council houses.

Put it another way, when the GLC learns to do inflation accounting it will be discovered that rents cover most and perhaps even all expenditure (in real terms) on council housing.

R. S. Musgrave,
24 Garden Avenue,
Framwellgate Moor,
Durham.

Personnel and unions

From Mr. J. Walker.

Sir—While it is all good fun for staff of the Industrial Society to "have a go" at the Institute of Personnel Management, which they no doubt view as a rival organisation, Messrs. Allen and Moores' letter (November 24) may be worrying to employers seeking advice on industrial relations.

May I assure your readers that advisers on industrial relations do not normally jump to conclusions in this manner, knowing from experience that a full examination of the facts often throws a completely different light on the circumstances behind an industrial relations incident.

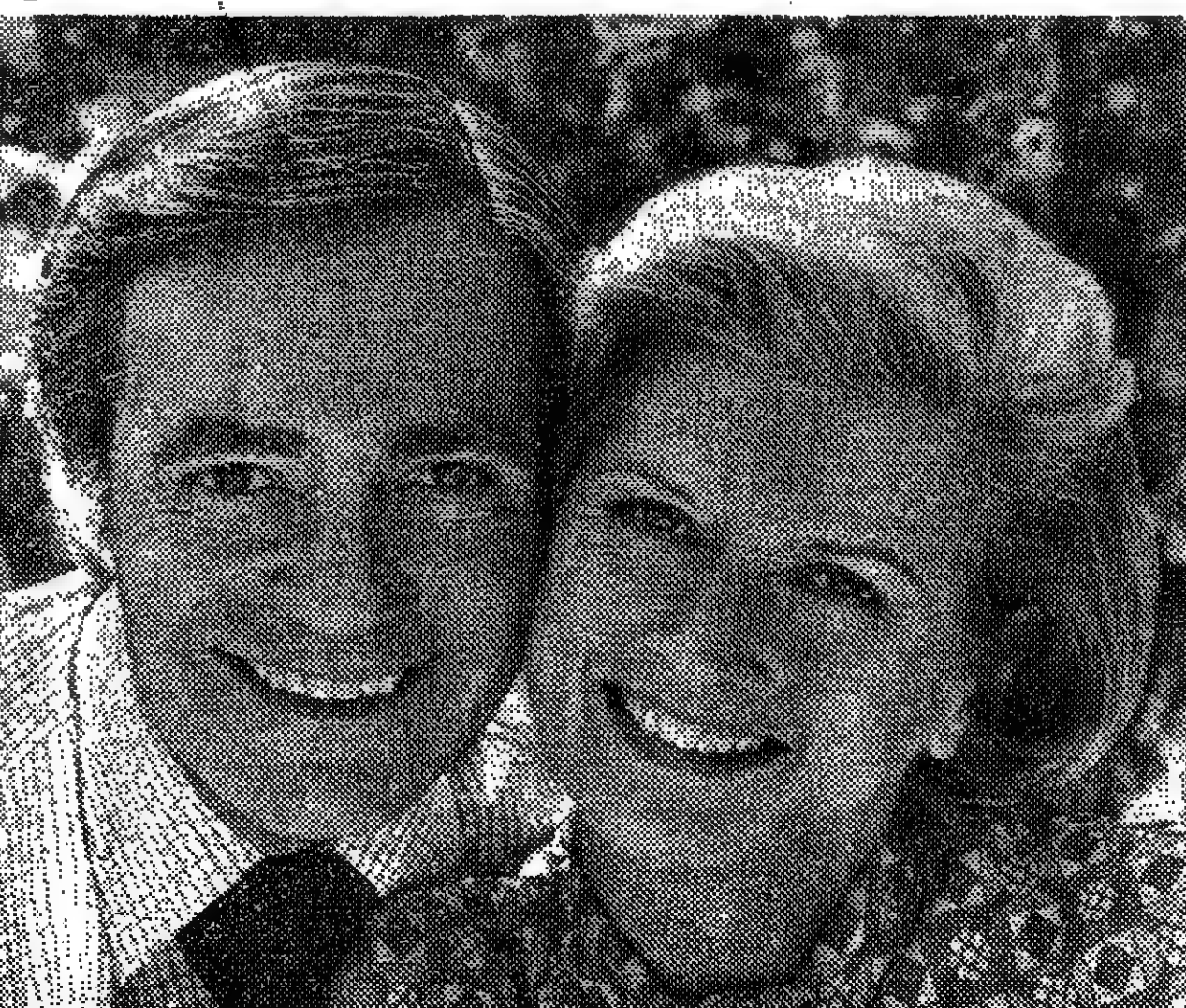
A recognition reference to the Arbitration Conciliation and Advisory Service is by no means an indication that the employer concerned is "anti-trade union and antilabour" in its dealings with trade unions. Messrs. Allen and Moores would serve industrial relations better by keeping their prejudices to themselves and sticking to the facts.

J. W. W. Walker,
20, Forest View, Chingford, E.4.

To-day's Events

- GENERAL**
- Prince of Wales presents Royal Arts Club annual awards, Pall Mall, S.W.1.
- Iron and Steel Trades Confederation** lodges claim for retirement at 60 with British Steel Corporation.
- Civil and Public Services Association** general purposes committee meets, and is expected to face pressure for tightening ban on statistical work in Department of Employment.
- Mrs. Margaret Thatcher**, Opposition leader, visits Preston, North Wales, and is scheduled to meet officials of National Federation of Self-Employed.
- Mr. John Sprott**, Conservative MP for South Aberdeen, addresses Strathclyde University Conservative Association, Glasgow.
- Sir Robin Gillett**, Lord Mayor of London, attends General Produce Brokers' Association of London dinner, Mansion House.
- British Council of Churches** Assembly ends, Swanswick, Hants.
- PARLIAMENTARY BUSINESS**
- House of Commons: Debate on Queen's Speech environment, housing and construction.
- COMPANY MEETINGS**
- British Car Auction, Farnham, Surrey, 12. British Industrial, 118-127, Marylebone Road, N.W.
- Mr. John Sprott**, Conservative MP for South Aberdeen, addresses Strathclyde University Conservative Association, Glasgow.
- 118-127, Marylebone Road, N.W.**
- 12, Change Wares, Winchester House, E.C.12.**
- 12, The Charlies**
- Pompeii AD 79 Exhibition**, Royal Academy of Arts, Piccadilly, W.1.
- BALLET**
- Royal Ballet in Dances at a Gathering, Afternoon of a Faun, and Voluntaries, Covent Garden, W.C.2, 7.30 p.m.
- MUSIC**
- Royal Choral Society and New Philharmonia Orchestra, conductor Meredith Davies, concert, Mermaid Theatre, 12. English (tenor) and Mark Rowlinson (bass), perform Beethoven Mass in C and Howells Hymnus Paradisi, Royal Festival Hall, S.E.1, 8 p.m.
- SPORT**
- Squash: British Abbeydale Invitation tournament, Sheffield.

"Great news from Nationwide. Our new 4 year Capital Bond pays us over 9½%. That's worth more than 14½% gross!"



It pays to decide Nationwide

Nationwide Capital Bonds guarantee you extra interest

4 year term	9.55%	14.69% GROSS
3 year term	9.05%	13.92% GROSS
2 year term	8.55%	13.15% GROSS
Share Account	7.80%	12.00% GROSS

You can invest from £500-£10,000 (up to £20,000 in a joint account) for fixed terms of 2, 3 or 4 years. Extra interest is guaranteed at 1½% or 1¾% above Share Account rate, according to the term you choose. The Share Account rate may fluctuate but the extra interest is guaranteed. Nationwide Capital Bonds offer you an excellent return with complete security. You'll find the address of your local Nationwide branch in Yellow Pages or just post the coupon.

To: Nationwide Building Society, Dept. MC, New Oxford House, High Holborn, London WC1V 6PW.

I enclose a cheque for £ _____ to be invested in Nationwide as indicated.

1. In a 2 year Capital Bond ☐

2. In a 3 year Capital Bond ☐

3. In a 4 year Capital Bond ☐

(Interest withdrawal from Capital Bonds only in the event of the holder's death.)

4. In a Nationwide Share Account ☐

Interest to be compounded or paid at end of June and December each year.

Full Name(s) _____

Address _____

Date _____

Signature(s) _____

FTI



The Building Society of a lifetime

Founded 1825. 62,200 members. Authorised for investment by trustees. Member of the Building Societies Association.

COMPANY NEWS + COMMENT

Renold ahead halfway with £5.68m.

EXTERNAL SALES advanced from £51.67m. to £53.11m. and pre-tax profits went up from £2,283,000 to £2,652,000 at Renold. The group's revenue and mechanical handling product manufacturers, in the first half of the year ending April 3, 1977.

Earnings per £1 share before extraordinary items, were unchanged at 6.7p and the interim dividend is held at 2.5p net. The total payment next year was 7.6845p from profit of £10.83m.

Trading conditions have remained difficult but the improved performance in the second half of last year has been maintained, the directors state. However, overseas profits, which do not include an exchange surplus of £1.23m. (£3.5m.) arising on net current assets, did not show the expected improvements due to difficult trading conditions throughout western Europe.

There is now a pause in the upward trend in the demand for the group's products from many countries and the second half results are unlikely to show the expected recovery. Meanwhile, the company is in a position to capitalise on any market which shows signs of buoyancy, the directors add.

The company's finances are reported to be in good shape and there has been only a small increase in group borrowings over the reduced level that followed last year's rights issue.

	First Half	Second Half
External sales	£51,670,000	£53,110,000
Depreciation	1,950,000	1,849,000
Group profit	2,283,000	2,652,000
Dividend	2,500,000	2,500,000
Profit after tax	1,783,000	2,152,000
Minority interest	79,000	79,000
Attributable ordinary	2,862,000	2,231,000

comment

Renold's first-half profits have risen by 8 per cent. pre-tax on the back of a 28 per cent. jump in the U.K. contribution. However, it would be wrong to take this as a sign that a rapid recovery is now under way. The U.K. increase stems almost entirely from price increases; volume in the home market has remained fairly static, while in the overseas market it appears to be still in decline. Further price rises are scheduled for the second half which should enable the group to hold its U.K. profits steady but a doubled first-half pre-tax level is probably the most that could be hoped for in the full year. This would enable the historic dividend, yielding 11.8 per cent. at 105p, to be covered almost twice.

HIGHLIGHTS

With a sharp increase in the third quarter, ICI's first nine-month profits are up by 58 per cent. to £22.8m., including an exchange gain of £7.1m. The group states, however, that the total figure would have been £17.0m. lower under the CPP accounting method. British and Commonwealth Shipping reported a strong upturn in interim profits due to a recovery in shipping and a good performance in the helicopter division. But there are large unrealised exchange losses on foreign loans. A return to profits was disclosed by French Kier but there are no dividends for shareholders. The group still faces large losses on its motorway contracts. Lex also comments on the static profits of Akroyd and Smithers which experienced a bad second half. Elsewhere, the 600 Group announced a 30 per cent rise in interim profits and strong foreign buying plus currency gains on U.S. earnings helped Dawson International increase its interim profits by more than fivefold, in a recovery that could lead to all-time record profits for the full year.

Brockhouse second half recovery

IN THE second half of 1977-78 profits of Brockhouse recovered from £1.4m. to £1.9m., taking the total for the year ended September 30 up to £3.02m., compared with £2.7m.

	First Half	Second Half
External sales	£5,100,000	£5,800,000
Depreciation	1,950,000	1,849,000
Group profit	2,283,000	2,652,000
Dividend	2,500,000	2,500,000
Profit after tax	1,783,000	2,152,000
Minority interest	79,000	79,000
Attributable ordinary	2,862,000	2,231,000

comment

Renold's first-half profits have risen by 8 per cent. pre-tax on the back of a 28 per cent. jump in the U.K. contribution. However, it would be wrong to take this as a sign that a rapid recovery is now under way. The U.K. increase stems almost entirely from price increases; volume in the home market has remained fairly static, while in the overseas market it appears to be still in decline. Further price rises are scheduled for the second half which should enable the group to hold its U.K. profits steady but a doubled first-half pre-tax level is probably the most that could be hoped for in the full year. This would enable the historic dividend, yielding 11.8 per cent. at 105p, to be covered almost twice.

Pauls & Whites up so far

DESPITE taxable profit for the six months to September 30, 1978 being 21 per cent. higher at £2.25m. than £1.87m. in the corresponding period, the shares at 41p have an adequate profit in a yield of 13.7 per cent., covered 2½ times.

	First Half	Second Half
External sales	£5,100,000	£5,800,000
Depreciation	1,950,000	1,849,000
Group profit	2,283,000	2,652,000
Dividend	2,500,000	2,500,000
Profit after tax	1,783,000	2,152,000
Minority interest	79,000	79,000
Attributable ordinary	2,862,000	2,231,000

comment

Renold's first-half profits have risen by 8 per cent. pre-tax on the back of a 28 per cent. jump in the U.K. contribution. However, it would be wrong to take this as a sign that a rapid recovery is now under way. The U.K. increase stems almost entirely from price increases; volume in the home market has remained fairly static, while in the overseas market it appears to be still in decline. Further price rises are scheduled for the second half which should enable the group to hold its U.K. profits steady but a doubled first-half pre-tax level is probably the most that could be hoped for in the full year. This would enable the historic dividend, yielding 11.8 per cent. at 105p, to be covered almost twice.

prominent independent personalities from the Asian region, permanent and other shareholders supporting the change, believe that the composition of the resulting Board would be more in keeping with the operations of Sime Darby and the nature of its shareholders.

Various matters raised by Sime Darby's management in its circular to shareholders are being replied to on behalf of Pemas by its advisers, N. M. Rothschild.

Various matters raised by Sime Darby's management in its circular to shareholders are being replied to on behalf of Pemas by its advisers, N. M. Rothschild.

British Dredging in profit

DESPITE losses from associates of £22,067 against £18,937, British Dredging Co. is back in profit with £24,023 for the first half of 1976 compared with a pre-tax deficit of £217,611. The loss for all 1975 was £171,210.

	First Half	Second Half
External sales	£5,100,000	£5,800,000
Depreciation	1,950,000	1,849,000
Group profit	2,283,000	2,652,000
Dividend	2,500,000	2,500,000
Profit after tax	1,783,000	2,152,000
Minority interest	79,000	79,000
Attributable ordinary	2,862,000	2,231,000

comment

Renold's first-half profits have risen by 8 per cent. pre-tax on the back of a 28 per cent. jump in the U.K. contribution. However, it would be wrong to take this as a sign that a rapid recovery is now under way. The U.K. increase stems almost entirely from price increases; volume in the home market has remained fairly static, while in the overseas market it appears to be still in decline. Further price rises are scheduled for the second half which should enable the group to hold its U.K. profits steady but a doubled first-half pre-tax level is probably the most that could be hoped for in the full year. This would enable the historic dividend, yielding 11.8 per cent. at 105p, to be covered almost twice.

J. E. Sanger ahead at six months

ON SUBSTANTIALLY higher turnover of £34.25m. compared with £19.6m. in the first half of 1976, J. E. Sanger lifted pre-tax profits from £515,000 to £668,000 for the six months to September 30, 1976.

	First Half	Second Half
External sales	£5,100,000	£5,800,000
Depreciation	1,950,000	1,849,000
Group profit	2,283,000	2,652,000
Dividend	2,500,000	2,500,000
Profit after tax	1,783,000	2,152,000
Minority interest	79,000	79,000
Attributable ordinary	2,862,000	2,231,000

comment

Renold's first-half profits have risen by 8 per cent. pre-tax on the back of a 28 per cent. jump in the U.K. contribution. However, it would be wrong to take this as a sign that a rapid recovery is now under way. The U.K. increase stems almost entirely from price increases; volume in the home market has remained fairly static, while in the overseas market it appears to be still in decline. Further price rises are scheduled for the second half which should enable the group to hold its U.K. profits steady but a doubled first-half pre-tax level is probably the most that could be hoped for in the full year. This would enable the historic dividend, yielding 11.8 per cent. at 105p, to be covered almost twice.

First half rise by Carlton

REPORTING a first half (to September 30) rise in pre-tax profits from £2.36m. to £2.22m., the directors of Carlton Industries say that despite the recent increase in the cost of raw materials, the group's results would reflect the present upward trend.

	First Half	Second Half
External sales	£5,100,000	£5,800,000
Depreciation	1,950,000	1,849,000
Group profit	2,283,000	2,652,000
Dividend	2,500,000	2,500,000
Profit after tax	1,783,000	2,152,000
Minority interest	79,000	79,000
Attributable ordinary	2,862,000	2,231,000

comment

Renold's first-half profits have risen by 8 per cent. pre-tax on the back of a 28 per cent. jump in the U.K. contribution. However, it would be wrong to take this as a sign that a rapid recovery is now under way. The U.K. increase stems almost entirely from price increases; volume in the home market has remained fairly static, while in the overseas market it appears to be still in decline. Further price rises are scheduled for the second half which should enable the group to hold its U.K. profits steady but a doubled first-half pre-tax level is probably the most that could be hoped for in the full year. This would enable the historic dividend, yielding 11.8 per cent. at 105p, to be covered almost twice.

Second half upsurge by Gleeson

AFTER A rise from £412,000 to £475,000 in the first half, pre-tax profits of Gleeson (Cost Contractors) finished the year to June 30, 1976, some £5.5m. higher at £1,402,000. Turnover expanded from £43m. to £51.75m.

	First Half	Second Half
External sales	£5,100,000	£5,800,000
Depreciation	1,950,000	1,849,000
Group profit	2,283,000	2,652,000
Dividend	2,500,000	2,500,000
Profit after tax	1,783,000	2,152,000
Minority interest	79,000	79,000
Attributable ordinary	2,862,000	2,231,000

comment

Renold's first-half profits have risen by 8 per cent. pre-tax on the back of a 28 per cent. jump in the U.K. contribution. However, it would be wrong to take this as a sign that a rapid recovery is now under way. The U.K. increase stems almost entirely from price increases; volume in the home market has remained fairly static, while in the overseas market it appears to be still in decline. Further price rises are scheduled for the second half which should enable the group to hold its U.K. profits steady but a doubled first-half pre-tax level is probably the most that could be hoped for in the full year. This would enable the historic dividend, yielding 11.8 per cent. at 105p, to be covered almost twice.

Blakey's well up midway

On sales ahead from £1.9m. to £1.31m. profits of Blakey's (Mallesons Castings) increased from £55,735 to £126,012 in the half year ended October 31, 1976. The 1976-77 total was £210,000.

	First Half	Second Half
External sales	£5,100,000	£5,800,000
Depreciation	1,950,000	1,849,000
Group profit	2,283,000	2,652,000
Dividend	2,500,000	2,500,000
Profit after tax	1,783,000	2,152,000
Minority interest	79,000	79,000
Attributable ordinary	2,862,000	2,231,000

comment

Renold's first-half profits have risen by 8 per cent. pre-tax on the back of a 28 per cent. jump in the U.K. contribution. However, it would be wrong to take this as a sign that a rapid recovery is now under way. The U.K. increase stems almost entirely from price increases; volume in the home market has remained fairly static, while in the overseas market it appears to be still in decline. Further price rises are scheduled for the second half which should enable the group to hold its U.K. profits steady but a doubled first-half pre-tax level is probably the most that could be hoped for in the full year. This would enable the historic dividend, yielding 11.8 per cent. at 105p, to be covered almost twice.

BDS loss up

AN ATTRIBUTABLE loss of £1.1m., compared with £0.22m. in the first half of 1976, was reported by British Debt Services for the year ended June 30, 1976. The loss includes an exceptional item of £745,779—being stock of own bought debts written off although still in the course of collection—and extraordinary items of £19,707.

	First Half	Second Half
External sales	£5,100,000	£5,800,000
Depreciation	1,950,000	1,849,000
Group profit	2,283,000	2,652,000
Dividend	2,500,000	2,500,000
Profit after tax	1,783,000	2,152,000
Minority interest	79,000	79,000
Attributable ordinary	2,862,000	2,231,000

comment

Renold's first-half profits have risen by 8 per cent. pre-tax on the back of a 28 per cent. jump in the U.K. contribution. However, it would be wrong to take this as a sign that a rapid recovery is now under way. The U.K. increase stems almost entirely from price increases; volume in the home market has remained fairly static, while in the overseas market it appears to be still in decline. Further price rises are scheduled for the second half which should enable the group to hold its U.K. profits steady but a doubled first-half pre-tax level is probably the most that could be hoped for in the full year. This would enable the historic dividend, yielding 11.8 per cent. at 105p, to be covered almost twice.

FARMERS LOAN

The Agricultural Mortgage Corporation is issuing £1m. of 14½ per cent. Bonds November 24, 1976 at par. Interest will be payable half-yearly on May 26 and November 24. The final payment, amounting to 7.25 per cent. will be made on the repayment date. Dealings will start to-day.

Slimma Group Limited

Main points from the Statement of the Chairman, Jessel Harrison, for the year to 30th June, 1976.

- For the first time, profits will exceed £1,000,000. Group Profits before Tax are £1,190,000 compared with £958,000 last year.
- Pursuant to the Scheme of Arrangement, a second Interim Dividend of 6.4392% (in lieu of Final Dividend) was paid on 16th November, 1976.
- The Dividend is covered 6.2 times compared with 5.0 times last year.
- Earnings per share have increased to 13.48p from 9.90p.
- The Balance Sheet is strong. An increase in turnover of 30%, and the purchase of £500,000 of fixed assets has been financed without resort to bank borrowing.
- The new Holding Company, Slimma Group Holdings Limited, intends, subject to unforeseen circumstances, to pay total dividends of 17½% in respect of the year to 30th June, 1977, compared to 8.67% for the year under review.
- It would be unwise, in the light of today's economic conditions, to forecast short term prospects for the Group, but in the longer term, I am confident that we are equipped to make progress.

Copies of the Annual Report and Chairman's Statement can be obtained from:
The Secretary, Slimma Group,
13/14 Woodstock Street, London W1R 2LP.

Sime Darby

Pemas Securities has issued a statement to clarify the position regarding its opposition to the re-election of executive directors and the nomination of new non-executive directors to the Board at the AGM of Sime Darby held on November 18.

The issue at present is whether the predominance of executive directors on the Board should be balanced by replacing three executive directors by three non-executive directors who are

First nine months' results

The Board of Directors of Imperial Chemical Limited announces the following unaudited figures trading results of the Group for the first nine months with comparative figures for 1975.

	1976	1975
First Nine Months	£2,289	£3,129
SALES TO EXTERNAL CUSTOMERS	2,289	3,129
PROFIT BEFORE TAXATION & GRANTS (including exchange gains)	228	321
After providing for: Depreciation	(194)	(182)
Taxation less investment grants	(81)	(130)
Regional development grants	19	25
PROFIT AFTER TAXATION & GRANTS	164	216
Extraordinary items	(3)	(5)
Applicable to minorities	(161)	(211)
PROFIT AFTER TAXATION & GRANTS APPLICABLE TO IMPERIAL CHEMICAL INDUSTRIES LIMITED	142	187

Group sales in the first nine months of 1976 were 32% higher than in the same months of 1975. The sales in 1976 were £2,289m. compared with £3,129m. in 1975. The value of exports for the first nine months of 1976 was £597m. (1975 £520m., up 14%).

The volume of sales in the U.K. remained much as in the second quarter but in some overseas markets because of seasonal factors, trade was at a lower level than the previous quarter. World chemical prices remain depressed.

Included in the Group profit before tax for the 9 months of 1976 is a credit of £7.1m. arising from the effect of the revaluation of overseas assets at the rates of exchange ruling at the end of the first quarter. In previous quarterly statements it has been stated that the effect of the revaluation of overseas assets for the estimated amount for the year as a whole. It is stated that the exchange gain or loss will be determined as it arises. The comparative figures for the nine months of 1975 have been adjusted to the same basis.

The following table summarises the quarterly profits before tax. In view of the change in quarterly amounts of the exchange gains are shown as

	Group sales	Excluding exchange gain	Exchange gain
	£m	£m	£m
1st Quarter	749	73	1
2nd Quarter	752	78	3
3rd Quarter	768	48	23
1st Nine Months	2,269	199	27
4th Quarter	360	93	2
YEAR	3,129	292	29

1976

	1st Quarter	2nd Quarter	3rd Quarter
1st Quarter	836	115	13
2nd Quarter	1,024	126	25
3rd Quarter	1,033	116	31
1st NINE MONTHS	2,893	357	79

Following implementation of Current Cost Accounting useful to indicate the effects of inflation using the CPP if an adjustment were made on this basis Group profit tax of £228m. would be reduced by approximately £170m. compared with an adjustment of £190m. for the first nine months of 1975, for the whole of 1976 for the cost of inflation which existed then.

The charge for taxation in the first nine months consisted of £119m. U.K. corporation tax, £40m. overseas and £5m. tax on principal associated companies less a credit of £2m. for U.K. investment grants.

Results for 1976

The trading results for the year 1976 will be announced on 24th February, 1977.

First half rise by Carlton

REPORTING a first half (to September 30) rise in pre-tax profits from £2.36m. to £2.22m., the directors of Carlton Industries say that despite the recent increase in the cost of raw materials, the group's results would reflect the present upward trend.

The interim dividend is lifted from 1.375p to 1.5p net per 25p share. Last year's total was 4.489p paid from pre-tax profits of £5.5m.

	1976	1975
Turnover	£2,289	£3,129
Trading profits	228	321
Barriers and Amalgams	2,269	3,100
Subsidiaries	199	27
Other loss	(3)	(5)
Interest and other	164	216
Profit before tax	228	321
Tax	(194)	(182)
Minority interest	(81)	(130)
Regional development grants	19	25
PROFIT AFTER TAXATION & GRANTS	164	216
Extraordinary items	(3)	(5)
Applicable to minorities	(161)	(211)
PROFIT AFTER TAXATION & GRANTS APPLICABLE TO IMPERIAL CHEMICAL INDUSTRIES LIMITED	142	187

Group sales in the first nine months of 1976 were 32% higher than in the same months of 1975. The sales in 1976 were £2,289m. compared with £3,129m. in 1975. The value of exports for the first nine months of 1976 was £597m. (1975 £520m., up 14%).

The volume of sales in the U.K. remained much as in the second quarter but in some overseas markets because of seasonal factors, trade was at a lower level than the previous quarter. World chemical prices remain depressed.

Included in the Group profit before tax for the 9 months of 1976 is a credit of £7.1m. arising from the effect of the revaluation of overseas assets at the rates of exchange ruling at the end of the first quarter. In previous quarterly statements it has been stated that the effect of the revaluation of overseas assets for the estimated amount for the year as a whole. It is stated that the exchange gain or loss will be determined as it arises. The comparative figures for the nine months of 1975 have been adjusted to the same basis.

The following table summarises the quarterly profits before tax. In view of the change in quarterly amounts of the exchange gains are shown as

	Group sales	Excluding exchange gain	Exchange gain
	£m	£m	£m
1st Quarter	749	73	1
2nd Quarter	752	78	3
3rd Quarter	768	48	23
1st Nine Months	2,269	199	27
4th Quarter	360	93	2
YEAR	3,129	292	29

1976

	1st Quarter	2nd Quarter	3rd Quarter
1st Quarter	836	115	13
2nd Quarter	1,024	126	25
3rd Quarter	1,033	116	31
1st NINE MONTHS	2,893	357	79

Following implementation of Current Cost Accounting useful to indicate the effects of inflation using the CPP if an adjustment were made on this basis Group profit tax of £228m. would be reduced by approximately £170m. compared with an adjustment of £190m. for the first nine months of 1975, for the whole of 1976 for the cost of inflation which existed then.

The charge for taxation in the first nine months consisted of £119m. U.K. corporation tax, £40m. overseas and £5m. tax on principal associated companies less a credit of £2m. for U.K. investment grants.

Results for 1976

The trading results for the year 1976 will be announced on 24th February, 1977.

Thirty years on and we are still at the top.

And that is why no-one is in sight with a motor auction turnover that compares with the £81½ million we reached during our last trading period. From our grass roots beginning we have built up a country wide chain of 16 centres which hold 33 auctions a week.

As our strength and reputation grows more and more companies are selling their vehicles through us adding to the 2,450 major organisations who already use one or more of BCA's centres regularly. All good reasons to suggest that the next 30 years will be a continuing story of success.

BRITISH CAR AUCTIONS

The British Car Auction Group Ltd.

For copies of the report and accounts, please write to The Secretary, Expedier House, Farnham, Surrey.

C Shipping tops £1m. for first half

Rise in turnover of £24m., British Shipping has a profit of £10,419,000 for the first half of 1978. The company, owned by the state, has a profit of £10,419,000 for the first half of 1978. The company, owned by the state, has a profit of £10,419,000 for the first half of 1978. The company, owned by the state, has a profit of £10,419,000 for the first half of 1978.

BOARD MEETINGS

The following companies have notified dates of Board meetings to the Stock Exchange. Such meetings are usually held for the purpose of considering dividends. Official indications are not available whether dividends are expected or not. The following are based on last year's results.

Company	Date
British Shipways	Dec. 2
British Shipways	Dec. 2
British Shipways	Dec. 2
British Shipways	Dec. 2
British Shipways	Dec. 2

ICI up £200m. at nine months

INCLUDING AN exchange gain of £33m., third-quarter profits before tax and grants of Imperial Chemical Industries increased to £140m., compared with £11m. in the first nine months of 1977. The company's profits for the first nine months of 1978 were £226m., compared with £11m. in the first nine months of 1977. The company's profits for the first nine months of 1978 were £226m., compared with £11m. in the first nine months of 1977.

AS ANTICIPATED in its rights issue circular, losses have continued for the Penrad Group. For the six months to June 30, 1978, the group's pre-tax loss was £173,000 against a loss of £146,000 in the comparable period of 1977. Sales were up from £968,000 to £1,230,000 but the directors state, losses by the radiator company were aggravated by an uncharacteristic loss for the engineering company.

Company	1977	1978
Turnover	1,230,000	1,230,000
Trading profit	1,230,000	1,230,000
Interest paid	1,230,000	1,230,000
Profit before taxation	1,230,000	1,230,000
Taxation	1,230,000	1,230,000
Net profit	1,230,000	1,230,000
Dividends	1,230,000	1,230,000
Retained	1,230,000	1,230,000

comment
Since 1975, when new management was brought in, M.K. Electric has made an energetic recovery which has continued by a 250 per cent. rise in profits. Many changes have contributed to this turnaround, including better financial control, greater emphasis on exports (expected to reach 25 per cent. of turnover this year against 14 per cent. last) and stronger marketing. Moreover, upswing is not yet exhausted: the development of new products, actively promoted, and the creation of manufacturing facilities in Singapore and the Middle East can sustain the momentum in the face of the depressed U.K. construction industry. For the full year, pre-tax profits of over £5m. look possible, for a prospective p/e on the shares at 78p of only 3.5, while the maximum yield is a useful 10.6 per cent.

comment
It was clear last March when Penrad was rescued that a recovery was no overnight affair. In the event, an increased interim loss is perhaps worse than expected, but this is because the engineering side, principal customer, the British Steel Corporation, had a spell of trouble at the beginning of the year. That is now behind the group and radiator sales are also down well relative to a very hot market, with the number of stockists increased by 24 to over 80; also, there have been three price increases, and a chance to break into the export market. Meantime the group is still in losses and the recovery is going to be a long haul; but the gamble is fully recognised to a share price of 10p where the market capitalisation is a mere £162,000.

comment
The last dividend payment was an interim of 9.875p net per 25p share in 1977. A professional revaluation of fixed assets is currently being conducted and the directors have reassessed depreciation rates, which, they say, have been excessively cautious in the past. Full details of the changes will be given in the annual report.

comment
The last dividend payment was an interim of 9.875p net per 25p share in 1977. A professional revaluation of fixed assets is currently being conducted and the directors have reassessed depreciation rates, which, they say, have been excessively cautious in the past. Full details of the changes will be given in the annual report.

comment
The last dividend payment was an interim of 9.875p net per 25p share in 1977. A professional revaluation of fixed assets is currently being conducted and the directors have reassessed depreciation rates, which, they say, have been excessively cautious in the past. Full details of the changes will be given in the annual report.

comment
The last dividend payment was an interim of 9.875p net per 25p share in 1977. A professional revaluation of fixed assets is currently being conducted and the directors have reassessed depreciation rates, which, they say, have been excessively cautious in the past. Full details of the changes will be given in the annual report.

comment
The last dividend payment was an interim of 9.875p net per 25p share in 1977. A professional revaluation of fixed assets is currently being conducted and the directors have reassessed depreciation rates, which, they say, have been excessively cautious in the past. Full details of the changes will be given in the annual report.

comment
The last dividend payment was an interim of 9.875p net per 25p share in 1977. A professional revaluation of fixed assets is currently being conducted and the directors have reassessed depreciation rates, which, they say, have been excessively cautious in the past. Full details of the changes will be given in the annual report.

comment
The last dividend payment was an interim of 9.875p net per 25p share in 1977. A professional revaluation of fixed assets is currently being conducted and the directors have reassessed depreciation rates, which, they say, have been excessively cautious in the past. Full details of the changes will be given in the annual report.

ملكو من الجواهر

THE DOMINION AND GENERAL TRUST LIMITED

Six Months to 31st October 1976

The Directors have declared an Interim Dividend in respect of the year to 30th April 1977 of 1.500p net (1976 same) per Ordinary 25p Share which with the imputation tax credit is equivalent to 2.30769p gross (1976 same).

The unaudited figures for the six months to 31st October 1976 are shown below together with the comparable figures for the six months to 31st October 1975.

	31st October 1975	31st October 1976
1. Gross Income	£266,250	£266,179
2. Net Revenue after all charges including taxation	£130,087	£141,537
3. Taxation charged in arriving at Net Revenue:		
(a) Overseas Taxation	£5,683	£8,248
(b) Corporation Tax	£36,468	£18,885
(c) Imputed Tax on Franked Investment Income	£49,056	£62,997
4. Cost of Dividends (Net)		
(a) Preference	£6,125	£6,125
(b) Ordinary	£63,000	£63,000
5. Earnings per Ordinary 25p Share	2.55p	3.22p
6. Rate of Dividend on Ordinary Shares:		
Interim (payable 1st December)	1.5000p	1.5000p
Imputed Tax	0.80769p	0.80769p
	2.30769p (gross)	2.30769p (gross)
7. Net Asset Value per Ordinary 25p Share Including whole of Dollar Premium of	30th April 1976	31st October 1976
	198p	198p
	30p	34p
	(581)	(42)
8. Distribution of Investments	30th April 1976	31st October 1976
Equities: United Kingdom	45.4%	37.1%
United States	34.5%	39.8%
Canada	7.7%	7.0%
Europe	1.3%	1.4%
Other	1.5%	2.1%
Total Equities	80.4%	87.4%
Fixed Interest	3.8%	4.1%
Net Current Assets	5.7%	8.5%
	100.0%	100.0%

NOTES

- The Net Asset Value has been calculated after allowing for the Interim Dividend and deducting prior charges at par.
- No provision has been made for tax on Capital Gains in calculating these figures.

EAST OF SCOTLAND INVESTMENT MANAGERS LIMITED
3, ALBYN PLACE, EDINBURGH, EH2 4NQ.

Brady midway profit fall

A FALL in pre-tax profits from £509,000 to £260,000 is reported by Brady Industries for the six months ended September 30, 1978. Turnover amounted to £7,59m. against £7,61m.

The marginal increase in turnover when allowing for inflation, is in reality a reduction, in volume, with the consequent reduction in profit margins, the directors say.

The net interim dividend is maintained at 1.75p. Last year's total was 3.6625p from profits of £911,333.

Tax charge in the first half was £133,000 (£101,000).

Strenuous efforts are being made to increase exports to compensate for effects of the slow recovery of investment in the industrial building sector. Recent signs in the merchanting division show an increased level of activity and a higher contribution is expected in the second half.

Statement Page 28

comment
The director of Vernon Fashion Group report turnover ahead from £2,77m. to £3,13m. in the six months to July 31, 1978 and pre-tax profits up from £114,858 to £141,256.

They say that several new trad-

MK Elect. soars £1.6m. midway

PRE-TAX PROFIT more than trebled from £81,000 to £2,309,000 at M.K. Electric Holdings for the six months to September 30, 1978, and exceeded the £2.17m. for the whole of 1977.

Sales, up at £13,28m. (£10,61m.), include a significant increase in volume. Much of the advance came from export sales which rose 35 per cent.

Earnings per 25p share have soared to 9.21p (2.64p) and the interim dividend is lifted to 2.3p (1.50p) net. Last year's total was 4.73p.

An estimate of first half profit on the Sandilands Committee current cost principles, gives £1.31m. compared with the similarly adjusted figure of £1.1m. for the previous full year profit.

Business has continued the improvement experienced in the second half of 1977. The directors say this is encouraging because the seasonal pattern of business normally produces better figures in the second half than in the first.

They view the group's prospects with some optimism but in the economic circumstances prevailing in the U.K. they believe a cautious approach to expansion must be maintained.

comment
Since 1975, when new management was brought in, M.K. Electric has made an energetic recovery which has continued by a 250 per cent. rise in profits. Many changes have contributed to this turnaround, including better financial control, greater emphasis on exports (expected to reach 25 per cent. of turnover this year against 14 per cent. last) and stronger marketing. Moreover, upswing is not yet exhausted: the development of new products, actively promoted, and the creation of manufacturing facilities in Singapore and the Middle East can sustain the momentum in the face of the depressed U.K. construction industry. For the full year, pre-tax profits of over £5m. look possible, for a prospective p/e on the shares at 78p of only 3.5, while the maximum yield is a useful 10.6 per cent.

Statement Page 27



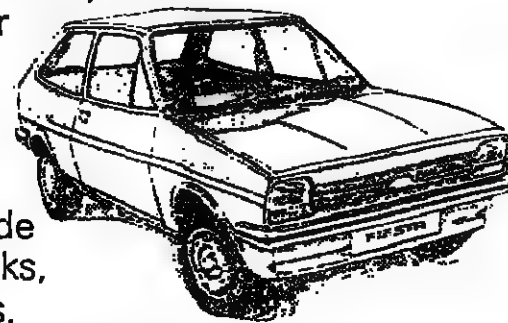
To measure our quality internationally just feel our width.

When you look at the wide range of products encompassed by BBA Group, and the demand for them by industries all over the world, it's easy to see how we have won our reputation for being one of Britain's most successful traders in overseas markets.

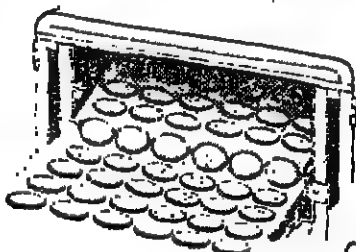
Take a few examples:

Brake and clutch linings: disc brake pads

These world famous BBA friction products are manufactured and marketed in the UK by Mintex and in Europe by Textar and Frenosa. They are as essential to pithead winding gear and dockside cranes as to trucks, tractors and cars.



The new Ford 'Fiesta', which is to be produced in England, Germany and Spain, will be fitted exclusively with disc brake pads and brake linings supplied by BBA Group companies.



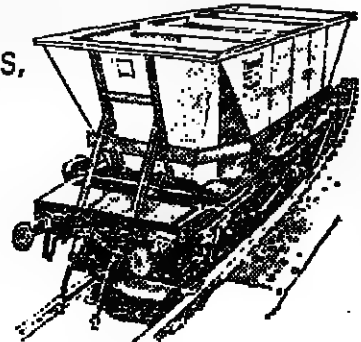
Conveyor belting

Scandura Limited, another BBA Group company, are leading manufacturers of conveyor belting fit for anything, from the tough carriage of coal and aggregates to the delicate but high temperatured processes of biscuit baking. Not only on home ground but in export markets like Nova Scotia, Chile, China. In the USA, too, Scandura Inc. produces a uniquely tough belting for the mining and other industries of North America.

Bearings

Railko Limited produces probably the world's widest and most versatile range of plastics bearings, with special materials and different specifications demanded by the automotive, process, railway, marine and agricultural industries on a global scale.

With BBA Group manufacturing plants also in North America, Australia and South Africa, and with exports to well over 100 countries, the world is our market place. And our trading in it is doing Britain a power of good.



BBA - earning more for Britain



BBA Group Limited, Cleckheaton, West Yorkshire. And in West Germany, USA, Spain, Canada, France, Australia, South Africa.

HIGHER INTEREST FROM DEC 1st

3-YEAR EXTRA INCOME SHARES



Although the rate may change, it will always be maintained at 1.3% above the current Preference (Paid-up) Share rate. You may deposit any sum from £100 to £10,000 (joint accounts to £20,000) for the 3-year period. Please ask for details at your nearest Northern Rock office.

EQUAL TO 14% WHERE BASIC RATE INCOME TAX IS PAID BY INVESTOR

Save safe with Northern Rock

A Countrywide Building Society

Office: Northern Rock House, P.O. Box No. 2, Gosforth, Newcastle upon Tyne NE3 4PL. Telephone: 0632 857191

London Offices: 17 Conduit Street W1R 0BX. (01-499 3563) 24 Throgmorton Ave., EC2N 2BS. (01-628 4306) 77 Kingsway WC2B 6ST. (01-405 1598)

Scottish Office: 39 Melville Street, Edinburgh EH3 7JF. (031-225 3404)

BRANCHES AND AGENTS THROUGHOUT THE U.K.

ASSETS EXCEED £320 MILLION

	Unaudited First Six Months 1976/7	Unaudited First Six Months 1975/6	Audited Year 1976/6
Profit	3,954	1,251	3,407
Profit of Associated	3,640	581	2,518
Taxation and	300	49	340
ary items	3,940	630	2,858
	1,952	301	1,335
Taxation but	1,988	329	1,523
ordinary items	9	9	18
Dividend	9	9	18
able to members	1,979	320	1,399
Company			

Annual General Meeting in July, 1 indicated that current year any borrowings would be well within limits and at the time we were in fact in credit. I to say we are still in that position. I continue to be very satisfied, particularly in the current year, with the results achieved. I am sure that the current orders should see us well through 1977. The maximum dividend for the full year under present regulations 32.5p per share.

ALAN SMITH Chairman
Kintross, 25th November, 1976

Extel's 10% mid-term rise

A TEN per cent. rise in pre-tax profit to £118,000 was achieved by Extel Telecommunications (Holdings) for the six months to September 30, 1976.

Earnings per 25p share improved to 4.54p (4.46p) and the interim dividend is raised by the margin permitted to 1.814p (1.74p). Last year's total was 4.40p from profit, struck after charging £269,000 deferred revenue expenditure of £1.31m.

The chairman, Mr. John L. Harvey, says that it is likely that profit for the full year will exceed £200,000.

The sports and financial news services made increased profits during the six months, and, as forecast, the results from Extel-P.A. Show, the visual display service for hiring offices, were much improved.

Burrup Mathieson Printing Group attained a good overall level of profit. Printing for the increasingly active Eurodollar market offset generally depressed margins and the low level of City activities compared with last year.

Results of Robinsons were disappointing, mainly due to low prices prevailing in the market and the difficulties of many small businesses which comprise the majority of its customers.

	1976/7	1975/6	1976/6
Turnover	1,858	1,251	1,523
Profit	3,954	1,251	3,407
Profit of associated	3,640	581	2,518
Taxation and	300	49	340
ary items	3,940	630	2,858
	1,952	301	1,335
Taxation but	1,988	329	1,523
ordinary items	9	9	18
Dividend	9	9	18
able to members	1,979	320	1,399
Company			

Annual General Meeting in July, 1 indicated that current year any borrowings would be well within limits and at the time we were in fact in credit. I to say we are still in that position. I continue to be very satisfied, particularly in the current year, with the results achieved. I am sure that the current orders should see us well through 1977. The maximum dividend for the full year under present regulations 32.5p per share.

ALAN SMITH Chairman
Kintross, 25th November, 1976

DOLAN PACKAGING LIMITED

HER SUCCESSFUL YEAR

	30th June 1976	1975	1974
£000	£000	£000	£000
Turnover	15,277	13,783	11,610
Profit	1,104	1,007	830
Share	12.79	11.66	9.61
Share	2.08105	1.93273	1.77282

by the Chairman, Mr. G. Dolan.

art to current year. policy to continue. available for expansion. nce in the future.

Annual Report may be obtained from the Dolan Packaging Ltd., "Dolan House", Holmes Chapel, Cheshire CW4 8AD

US GREAT UNIVERSAL STORES LIMITED

25th Consecutive Year of Profit Growth

Sir Isaac Wolfson, Bart, Chairman.

are extracts from the Report and Accounts for the year ended 31st March 1976.

Dividend

ax profits increased to £98.3m in the previous year. Dividends ceased to 28.83%, the maximum and are covered three times. r stock unit were 19.3p against 17.5p.

Prospects

The Group is in good shape. Efficient management techniques and conservative accounting procedures have provided the strong financial foundation for the further advance in profitability. Our sales and earnings for the first four months of the current year are ahead of those for the same period last year.

Results were produced by the catalogue division, the retail stores of Cavendish, Woodhouse, and Astons, the Burbury House businesses and our

Stockholders Funds

over 2,500 Mail Order, Retail and Industrial Establishments in the UK and Overseas

London 25th November, 1976.

C. M. Reddow, Chairman.

D-45 NOTTINGHAM PLACE - LONDON W1M 4BL

	1972	1973	1974	1975	1976
£000s	£000s	£000s	£000s	£000s	£000s
Turnover	503,062	604,018	692,292	786,923	910,327
Profit before taxation	60,680	77,708	85,019	89,043	98,349
Profit	22,609	29,989	43,033	45,314	50,060
Assets	176,596	222,048	251,068	294,189	332,622
Stockholders Funds	230,189	277,199	304,853	337,574	379,476

over 2,500 Mail Order, Retail and Industrial Establishments in the UK and Overseas

London 25th November, 1976.

C. M. Reddow, Chairman.

D-45 NOTTINGHAM PLACE - LONDON W1M 4BL

£1m. from Lee Cooper so far

ON TURNOVER some £12m. higher at £14.4m. pre-tax profits of £1.1m. and a dividend of 1.25p per share more than doubled from £11,000 to £1,000,000 for the half year to September 30, 1976.

The directors feel confident that results for the full year will be very satisfactory. However it would be wrong, they point out, to anticipate results on the basis of the interim report and to assume a similar increase during the remaining six months. The U.K. trading company's accounts will be closed at December 31, and the interim report and the Board's trading of that company will therefore be excluded.

The interim dividend is effectively raised from 0.5416p to 0.5425p per share and the Board intends to pay the maximum for the year. Last year's total was equal to 1.25p paid from pre-tax profits of £1.02m.

Downturn at Wade Potteries

FOR THE year ended July 31, 1976, pre-tax profits of Wade Potteries fell 3.3 per cent. to £155,947. External turnover was 14.6 per cent. higher at £52.5m.

At half-year, profits were £584,788 against £582,816 and the directors again drew attention to the reduced demand for certain of the group's products. This lack of buoyancy continued throughout the year, they were unable to work to optimum capacity. It was not possible to recover higher costs and profit margins suffered. Earnings per share are down at 1.25p (1.28p) but as anticipated a final dividend of 0.6945p makes a maximum permitted total of 1.9445p against 1.9399p previously.

The directors say that during the first quarter of the current year there has been an improvement in level of demand with the result that full time working has now been resumed at all factories. The benefit of this will take time to work through and will certainly not enable an impressive result to be achieved in the first half.

However, they have reason to view the future with optimism, despite present unsettled conditions.

Throughout the year the Board continued to invest in new plant and equipment to ensure that production capacity and techniques are fully adequate to take advantage of an upturn in trade. A detailed review of design, product development and the marketing of new products is being made with the object of both the product range and area of operations, particularly in the export field.

Mr. How has a 7.2 per cent. stake in Cornecroft and claims to have the support of 24 per cent. of the company's shares including a leading city merchant bank. He criticises the "stagnant" profits record over the past ten years and the performance of the group's share price which he describes as "abysmal" as it is below the level of 1963.

Re says Cornecroft has a strong asset base from which to expand and through its Dutch subsidiary, a foothold in Europe. On his calculations it should be possible over the next two years to release substantial sums from stocks and debtors—over £21m. in relation to turnover of £1m. in the last balance sheet—for profitable investment.

Proper leadership and investment should mean, according to Mr. How, an early restoration of pre-1973 dividends and a rise in the capital value of the company's shares.

The regulations, which are due to be considered at an EGM on December 16, have met with the disapproval of the Cornecroft Board, headed by Mr. A. W. Hart.

	1975/76	1974/75	1973/74
Turnover	1,858	1,251	1,523
Profit	3,954	1,251	3,407
Profit of associated	3,640	581	2,518
Taxation and	300	49	340
ary items	3,940	630	2,858
	1,952	301	1,335
Taxation but	1,988	329	1,523
ordinary items	9	9	18
Dividend	9	9	18
able to members	1,979	320	1,399
Company			

Annual General Meeting in July, 1 indicated that current year any borrowings would be well within limits and at the time we were in fact in credit. I to say we are still in that position. I continue to be very satisfied, particularly in the current year, with the results achieved. I am sure that the current orders should see us well through 1977. The maximum dividend for the full year under present regulations 32.5p per share.

ALAN SMITH Chairman
Kintross, 25th November, 1976

Strong attack on Cornecroft policies

Mr. How, a disident shareholder in Cornecroft who is calling for the removal of the company's chairman and the appointment of himself and two colleagues as directors, launches a strong attack on recent Board policies in a circular to shareholders.

Mr. How has a 7.2 per cent. stake in Cornecroft and claims to have the support of 24 per cent. of the company's shares including a leading city merchant bank. He criticises the "stagnant" profits record over the past ten years and the performance of the group's share price which he describes as "abysmal" as it is below the level of 1963.

Re says Cornecroft has a strong asset base from which to expand and through its Dutch subsidiary, a foothold in Europe. On his calculations it should be possible over the next two years to release substantial sums from stocks and debtors—over £21m. in relation to turnover of £1m. in the last balance sheet—for profitable investment.

Proper leadership and investment should mean, according to Mr. How, an early restoration of pre-1973 dividends and a rise in the capital value of the company's shares.

The regulations, which are due to be considered at an EGM on December 16, have met with the disapproval of the Cornecroft Board, headed by Mr. A. W. Hart.

	1975/76	1974/75	1973/74
Turnover	1,858	1,251	1,523
Profit	3,954	1,251	3,407
Profit of associated	3,640	581	2,518
Taxation and	300	49	340
ary items	3,940	630	2,858
	1,952	301	1,335
Taxation but	1,988	329	1,523
ordinary items	9	9	18
Dividend	9	9	18
able to members	1,979	320	1,399
Company			

Annual General Meeting in July, 1 indicated that current year any borrowings would be well within limits and at the time we were in fact in credit. I to say we are still in that position. I continue to be very satisfied, particularly in the current year, with the results achieved. I am sure that the current orders should see us well through 1977. The maximum dividend for the full year under present regulations 32.5p per share.

ALAN SMITH Chairman
Kintross, 25th November, 1976

£0.2m. seen by Amber Industrial

Taxable profit of Amber Industrial Holdings rose from £50,000 to £126,000 in the six months to September 30, 1976 and the directors increased approximately £200,000 for the full year against £175,000 for the previous 12 months.

The increase in first half profit stems principally from the engineering subsidiary whose profits do not necessarily accrue evenly over the year being dependent, inter alia, on the completion dates of larger contracts.

Group turnover was £1.1m. (1975/76 £1.0m.) and the directors say that the company is well placed to take advantage of the upturn in trade.

Mr. How has a 7.2 per cent. stake in Cornecroft and claims to have the support of 24 per cent. of the company's shares including a leading city merchant bank. He criticises the "stagnant" profits record over the past ten years and the performance of the group's share price which he describes as "abysmal" as it is below the level of 1963.

Re says Cornecroft has a strong asset base from which to expand and through its Dutch subsidiary, a foothold in Europe. On his calculations it should be possible over the next two years to release substantial sums from stocks and debtors—over £21m. in relation to turnover of £1m. in the last balance sheet—for profitable investment.

Proper leadership and investment should mean, according to Mr. How, an early restoration of pre-1973 dividends and a rise in the capital value of the company's shares.

The regulations, which are due to be considered at an EGM on December 16, have met with the disapproval of the Cornecroft Board, headed by Mr. A. W. Hart.

	1975/76	1974/75	1973/74
Turnover	1,858	1,251	1,523
Profit	3,954	1,251	3,407
Profit of associated	3,640	581	2,518
Taxation and	300	49	340
ary items	3,940	630	2,858
	1,952	301	1,335
Taxation but	1,988	329	1,523
ordinary items	9	9	18
Dividend	9	9	18
able to members	1,979	320	1,399
Company			

Annual General Meeting in July, 1 indicated that current year any borrowings would be well within limits and at the time we were in fact in credit. I to say we are still in that position. I continue to be very satisfied, particularly in the current year, with the results achieved. I am sure that the current orders should see us well through 1977. The maximum dividend for the full year under present regulations 32.5p per share.

ALAN SMITH Chairman
Kintross, 25th November, 1976

R. A. Dyson slumps at six months

Trailer manufacturers and engineers R. A. Dyson and Co. reports turnover down from £10.1m. to £9.94m. and a slump in taxable profit from £72,885 to £10,017 in the six months to September 30, 1976.

The directors say that although the order book is somewhat lower than six months ago, enquiries are encouraging and with the higher rate of production which is now being achieved, they anticipate that a reasonable profit will be made in the second half of the year. Profit for the last year was £73,285.

The interim dividend is maintained at 0.4875p net per 25p share. Last year's final payment was £104,732.

First half profit is struck after adding investment income of £280 (£282) and debiting £1,512 (credit £128) for loss on sale of securities.

After tax of £1,088 (£38,140) there is a loss of £81 (profit £28,745).

	1975/76	1974/75	1973/74
Turnover	1,858	1,251	1,523
Profit	3,954	1,251	3,407
Profit of associated	3,640	581	2,518
Taxation and	300	49	340
ary items	3,940	630	2,858
	1,952	301	1,335
Taxation but	1,988	329	1,523
ordinary items	9	9	18
Dividend	9	9	18
able to members	1,979	320	1,399
Company			

Annual General Meeting in July, 1 indicated that current year any borrowings would be well within limits and at the time we were in fact in credit. I to say we are still in that position. I continue to be very satisfied, particularly in the current year, with the results achieved. I am sure that the current orders should see us well through 1977. The maximum dividend for the full year under present regulations 32.5p per share.

ALAN SMITH Chairman
Kintross, 25th November, 1976

Marling ahead in first half

Industrial textile manufacturers Marling Industries reports an increase from £271,000 to £303,000 in pre-tax profit for the half-year ended September 30, 1976, including an associate's contribution up from £28,000 to £39,000.

The interim dividend is raised from 0.45p to 0.49p net—the total for 1976 is £107,500 or 0.9944p, from profits of £238,000.

Sales in the half-year rose from £4.23m. to £5.1m. The net profit emerged at £146,000 (£141,000), after tax of £157,000 (£150,000).

	1975/76	1974/75	1973/74
Turnover	1,858	1,251	1,523
Profit	3,954	1,251	3,407
Profit of associated	3,640	581	2,518
Taxation and	300	49	340
ary items	3,940	630	2,858
	1,952	301	1,335
Taxation but	1,988	329	1,523
ordinary items	9	9	18
Dividend	9	9	18
able to members	1,979	320	1,399
Company			

Annual General Meeting in July, 1 indicated that current year any borrowings would be well within limits and at the time we were in fact in credit. I to say we are still in that position. I continue to be very satisfied, particularly in the current year, with the results achieved. I am sure that the current orders should see us well through 1977. The maximum dividend for the full year under present regulations 32.5p per share.

ALAN SMITH Chairman
Kintross, 25th November, 1976

Francis Parker

The 1976 accounts of Francis Parker have been delayed as a result of the work required in respect of the sale of the company's marine and land-based gravel and ready-mix concrete to Ames Roadstone Corporation.

The interim dividend is raised from 0.45p to 0.49p net—the total for 1976 is £107,500 or 0.9944p, from profits of £238,000.

Sales in the half-year rose from £4.23m. to £5.1m. The net profit emerged at £146,000 (£141,000), after tax of £157,000 (£150,000).

	1975/76	1974/75	1973/74
Turnover	1,858	1,251	1,523
Profit	3,954	1,251	3,407
Profit of associated	3,640	581	2,518
Taxation and	300	49	340
ary items	3,940	630	2,858
	1,952	301	1,335
Taxation but	1,988	329	1,523
ordinary items	9	9	18
Dividend	9	9	18
able to members	1,979	320	1,399
Company			

Annual General Meeting in July, 1 indicated that current year any borrowings would be well within limits and at the time we were in fact in credit. I to say we are still in that position. I continue to be very satisfied, particularly in the current year, with the results achieved. I am sure that the current orders should see us well through 1977. The maximum dividend for the full year under present regulations 32.5p per share.

ALAN SMITH Chairman
Kintross, 25th November, 1976

RECENT ISSUES

	1976	1975	1974
£000s	£000s	£000s	£000s
Turnover	15,277	13,783	11,610
Profit	1,104	1,007	830
Share	12.79	11.66	9.61
Share	2.08105	1.93273	1.77282

by the Chairman, Mr. G. Dolan.

art to current year. policy to continue. available for expansion. nce in the future.

Annual Report may be obtained from the Dolan Packaging Ltd., "Dolan House", Holmes Chapel, Cheshire CW4 8AD

ABERDEEN TRUST

Aberdeen Trust announces that it has repaid the loan facility of £5.825m. received from Clydesdale Bank on January 24, 1976.

BANK RETURN

	1975/76	1974/75	1973/74
Turnover	1,858	1,251	1,523
Profit	3,954	1,251	3,407
Profit of associated	3,640	581	2,518
Taxation and	300	49	340
ary items	3,940	630	2,858
	1,952	301	1,335
Taxation but	1,988	329	1,523
ordinary items	9	9	18
Dividend	9	9	18
able to members	1,979	320	1,399
Company			

Annual General Meeting in July, 1 indicated that current year any borrowings would be well within limits and at the time we were in fact in credit. I to say we are still in that position. I continue to be very satisfied, particularly in the current year, with the results achieved. I am sure that the current orders should see us well through 1977. The maximum dividend for the full year under present regulations 32.5p per share.

ALAN SMITH Chairman
Kintross, 25th November, 1976

LIABILITIES

	1975/76	1974/75	1973/74
Turnover	1,858	1,251	1,523
Profit	3,954	1,251	3,407
Profit of associated	3,640	581	2,

Cultivating a solid image

All these securities having been sold, this announcement appears as a matter of record only.

United Overseas Bank Limited

(Incorporated in the Republic of Singapore)

U.S. \$25,000,000

Floating Rate Notes due 1981

Credit Suisse White Weld Limited	Morgan Guaranty and Partners Limited	S. G. Warburg & Co. Ltd.
The Bank of Tokyo (Holland) N.V.	Banque de Paris et des Pays-Bas	The Development Bank of Singapore Limited
Dresdner Bank Aktiengesellschaft	Jardine Fleming & Company Limited	Morgan Grenfell (Asia) Limited
United Chase Merchant Bankers Limited		
Algemeene Bank Nederland N.V.	Amex Bank Limited	ASIAC-Asian International Acceptances & Capital Limited
Julius-Baer International Limited	Banca Commerciale Italiana	Banco di Roma
Bank of America International	The Bank of East Asia Limited Hong Kong	Bank Leu International Ltd.
Bankers Trust International Limited	Banque Bruxelles Lambert S.A.	Banque Française du Commerce Extérieur
Banque Française de Dépôts et de Titres	Banque de l'Indochine et de Suez	Banque Internationale à Luxembourg S.A.
Banque Nationale de Paris	Banque de Neudorf, Schumberger, Mallet	Banque de l'Union Européenne Berchard
Baring Samwa Multinational Limited	Bayerische Hypothek- und Wechsel-Bank	Bayerische Vereinsbank
Berliner Handels- und Frankfurter Bank	Brown Harriman & International Bank Ltd.	Sumiputra Merchant Bankers Berchard
W. L. Carr, Sons & Co. (Overseas) Ltd.	Chartered Merchant Bankers Limited	Chase Manhattan
Citibank International	Crédit Commercial de France	Crédit Industriel et Commercial
Creditanstalt Bankverein	Credito Italiano	DBS-Daiwa Securities International Limited
Effenbank-Warburg Aktiengesellschaft	European Banking Company Limited	Den Danske Bank at 1871 Aktieselskab
First Chicago Asia Merchant Bank Ltd.	Robert Fleming & Co. Limited	Deutsche Genossenschaftsbank First Boston (Europe) Limited
Goldman Sachs International Corp.	Hambros Bank	Hill Samuel & Co. Limited
Kidder, Peabody International Limited	Kleinwort, Benson Limited	Kreditbank S.A. Luxembourgise
Lazard Frères et Cie	Lloyds Bank International Limited	London & Continental Bankers
Manufacturers Hanover Limited	Merrill Lynch International & Co.	Samuel Montagu & Co. Limited
Niederländische Middenstandsbank N.V.	New Court Merchant Bankers Limited	Istituto Bancario San Paolo di Torino
Sal. Oppenheim jr. & Cie.	Oriental Pacific Limited	Österreichische Länderbank
Pierson, Haldridge & Pierson N.V.	Postipankki	Salomon Brothers International Limited
J. Henry Schroder Waggy & Co. Limited	Schroders & Chartered Limited	Scandinavia Enskilda Banken
Singapore International Merchant Bankers Limited	Singapore-Japan Merchant Bank Limited	Singapore Nomura Merchant Banking Limited
Smith Barney, Harris Upham & Co. Incorporated	Société Bancarie Barclays (Overseas) Ltd.	Société Générale
Société Générale de Banque S.A.	Sparbankernas Bank	Strauss, Turnbull & Co.
Svenska Handelsbanken	Swiss Bank Corporation (Overseas) Limited	Trade Development Bank Overseas Inc.
UBAN-Arab Japanese Finance Ltd.	Union Bank of Switzerland (Securities) Limited	Vereins- und Westbank Aktiengesellschaft
M. M. Warburg-Brinckmann, Wirtz & Co.	Warburg Paribas Becker Inc.	Wardley Ltd.

£1m. first-half rise for 600 Group

PROFITS before tax of the 600 Group increased from £3.7m. to £4.8m. in the 26 weeks ended October 3, 1976. External turnover rose £17m. to £33m.

Sir Jack Wellings, chairman, says that although it seems unlikely that a U.K. economic recovery will be seen in the near future, the group is expecting to maintain at least the same level of results for the second half.

The net interim dividend is raised from 1.5p to 1.65p per 25p share on capital increased by a rights issue. The total last year was 3.3215p from pre-tax profits of £8.12m.

Each division performed well in the first half, says the chairman. Exports from the U.K. again increased and the overseas companies continue to make a substantial contribution to the results.

The group trades as manufacturers of machine tools, engineers, steel distributors and scrap processors.

Comment

600 Group is probably going to get close to £10m. pre-tax this year—and that disappointed the market yesterday which had been hoping for about £1m more. The current half-year clearly takes the group into a period of weakening scrap prices and demand generally in the iron and steel division is slowing. The machine tool operations are holding their own and engineering (mostly mobile cranes) are apparently moving well helped by a large export business. 600 is relatively hopeful about the prospect of further earnings progress next year. But a well covered prospective yield of 12 per cent. at 48p, down 2p yesterday, is keeping its options wide open.

Midway surge gives Crosby Spring £0.21m.

For the six months to Sept. 30, 1976, Crosby Spring Interiors reports turnover £0.86m, higher at £3.18m, and pre-tax profits of £212,588, an advance of £158,519

on the previous corresponding period.

The directors say that, as in recent years, the second half year will be more profitable than the first but not to the same extent as last year when the latter six months contributed £229,997 against a first half £74,079.

Half-yearly tax takes £110,551 (£58,551) leaving the net balance of £102,047 (£25,558).

LMI hits peak at midway

LMI hit midway peak — — — SALES of London and Midland Industrials improved from £8.58m. in 27 1/2 weeks ended September 30, 1976 and pre-tax profit were a record £651,000 against £229,000 in the same period last year.

Earnings per share are 4.6p (4.1p) and the net interim dividend is 1.2p to 1.7p. Permission has been granted on recovery grounds to increase the current year's dividend and the directors intend to recommend a final of 2.3658p compared with an equivalent 1.815p previously.

	Half year	Year
Turnover	1074	1975 1976
Operating profit	280	280
Finance income	4.764	4.2
Finance charges	2.517	1.375
Profit before tax	628	628
Taxation	700	227
Profit	311	292
Dividend	37	37
Profit after tax	274	255
Dividend	119	44
Profit	155	211
Dividend	24	24
Profit	131	131
Dividend	208.75	208.75
Profit	102.047	102.047
Dividend	1.2	1.2
Profit	1.65	1.65
Dividend	1.815	1.815

Mr. C. M. Beddow, chairman, says that in the current circumstances he believes the first half results are very encouraging. The balance sheet position continues to strengthen, and further reduced borrowings represent an even smaller proportion of the capital employed.

Most operating companies are on target and ahead of last year both in sales and profits, the main exception being the faster manufacturing companies, where profits were lower.

The directors are constantly examining opportunities both within the companies and for new investment by which the group should expand. "We believe the group can and will continue to progress," says the chairman.

Statement Page 27

J. Crean produces £884,000

INCLUDING A full year's contribution from the Wade Group (acquired on March 31, 1976) profits of James Crean, of Dublin, advanced to £884,000 in the year ended June 30, 1976, compared with £409,000 in 1974-75. The group continues to trade satisfactorily, the directors state.

Earnings per 50p share are 11.5p (11.45p or 8.2p adjusted). The directors point out that the 1976 tax charge has been calculated without taking credit for any stock relief which may be available. The benefit of stock relief for 1975 amounted to £84,345. Accordingly, in order to facilitate comparison, the 1975 earnings per share have been re-calculated to exclude this benefit.

A net final dividend of 2.4375p is proposed. This is equal to 7.5p gross which raises the total from 10p to 11.25p.

	1974-75	1975-76
Turnover	13,229	13,229
Trading profit	226	226
Finance income	426	426
Finance charges	426	426
Profit before tax	226	226
Taxation	426	426
Profit	226	226
Dividend	11.5	11.5
Profit after tax	11.5	11.5
Dividend	11.5	11.5

The group's interests cover bottling distribution and wholesaling of beer, the manufacture and distribution of mineral water, distribution of electrical and industrial products etc.

Renwick profit at halfway

FOLLOWING the announcement at the September meeting that profitable trading had been resumed, the Renwick Group announced a turnaround from a loss of £104,000 to a profit of £136,000 in the half-year ended October 2, 1976, reflecting a recovery in profits of the non-fuel interests of almost £400,000 compared with the same 1975 period.

Mr. C. W. Wilton, chairman, reports that Marine Projects (Plymouth), Devon Conversions and the travel business, while the freight side has shown the anticipated reduction due to cutbacks last year. The travel division has had a record year and the chairman is expecting to report a 25 per cent. increase in profits in due course. At Marine Projects the order book is full well into next summer.

In the freight division international forwarding is still the main problem area. Although substantial losses in the first half-year were reduced by the end of that period there is still a long way to go before this part of activities produces the quality of profits desired, says Mr. Wilton.

The share price of the 50 per cent-owned Western Fuel Company fell from £96,000 to £84,000 in the half-year, but with a normal winter pattern the chairman expects the year's profits to be satisfactory even if it is not up to last year's record.

	Half year	Year
Turnover	13,229	13,229
Trading profit	226	226
Finance income	426	426
Finance charges	426	426
Profit before tax	226	226
Taxation	426	426
Profit	226	226
Dividend	11.5	11.5
Profit after tax	11.5	11.5
Dividend	11.5	11.5

In view of the need to rebuild a sound financial base there is to be no resumption of Ordinary dividends at present—the last payment totalling 1.75p for 1974-75. In that year there was a loss of

£81,000 which had increased to £390,000 by the end of 1975-76.

Comment

Renwick is making a recovery, but thanks to loss elimination rather than any basic improvement in trading. The freight division has recovered, though volume is still low and international forwarding remains difficult. Boat manufacture and caravan sales have increased, but these would seem to be vulnerable in the U.K. though boats have a high export content. The motor dealerships, handling imported models, have the added worry of sterling's weakness undermining price, while Western Fuel lacked any stock profits. Still, the travel side has had a good season and, with a continuation of the first-half trend, Renwick may see £400,000 pre-tax this year. Meantime, borrowings are similar to those of last March, when they equalled £3.38m. against Ordinary shareholders' funds of £548,000. At 16p, where the market capitalisation is £275,000, the shares are understandably taking a cautious attitude.

At the annual meeting in July the chairman indicated that during the year any borrowings would be well within available resources and at the time the group was in a credit position. This is still the case, says Mr. Smith.

The interim dividend is raised from 1.05p to 1.35p, new tender present regulations the maximum total would be 3.3235p per 25p share, which would compare with 3.03p for the previous year.

	1974-75	1975-76
Turnover	13,229	13,229
Trading profit	226	226
Finance income	426	426
Finance charges	426	426
Profit before tax	226	226
Taxation	426	426
Profit	226	226
Dividend	11.5	11.5
Profit after tax	11.5	11.5
Dividend	11.5	11.5

Tax for the first half takes £236,000 against £123,000. The company manufactures specialised equipment for the aircraft, nuclear and electronic industries.

Dawson Intl. nears £4m, lead after six months

FOLLOWING THE June forecast that business would continue strongly in the current year, Dawson International reports a sharp jump in group pre-tax profits from £5.55m. to £6.24m. for the first six months ended September 30, 1976, exceeding the total for the whole of 1975-76 by over £1m.

In 1973-74 profits of the old Joseph Dawson Holdings reached a record £8.24m. but in the following year for the reconstructed DI they fell to only £5.5m.

Mr. Alan Smith, chairman, reports that business continues to be very satisfactory, particularly in overseas markets. Current orders should see the group well through the current year. At the annual meeting in July the chairman indicated that during the year any borrowings would be well within available resources and at the time the group was in a credit position. This is still the case, says Mr. Smith.

The interim dividend is raised from 1.05p to 1.35p, new tender present regulations the maximum total would be 3.3235p per 25p share, which would compare with 3.03p for the previous year.

	1974-75	1975-76
Turnover	13,229	13,229
Trading profit	226	226
Finance income	426	426
Finance charges	426	426
Profit before tax	226	226
Taxation	426	426
Profit	226	226
Dividend	11.5	11.5
Profit after tax	11.5	11.5
Dividend	11.5	11.5

The group's business covers the manufacture and merchandising of knitwear and clothing, and processing spinning and dyeing of wool cashmere, camelhair and other fibres worldwide.

High-class British woollens are popular items for foreign visitors cashing in on the pound's fall, and Dawson International, makers of Pringle and Braemar sweaters, has benefited to the full. Turnover has risen 46 per cent. and profits have multiplied more than five times, helped by a significant element of currency exchange gains in the U.S. figures. But the benefits of the corrective

measures undertaken to speed stock turnover and improve debtor control. With the winter months boosting the second half, final profits should handsomely exceed the 1975-76 record of £6.24m. At 46p the maximum dividend yield is 11.5 per cent.

Second half downturn at Akroyd

AFTER RISING from £5.66m. to £6.38m. in the first half, pre-tax profits of stock jobbers Akroyd and Smithers finished the year to October 1, 1976 down from £7.31m. to £7.16m.

With a lower tax charge of £3.77m. (£4.31m.) earnings are shown to be up from 37.5p to 42.4p per 25p share. The final dividend is 12p net for a total of 15p (same), including 2.5p bonus.

	1974-75	1975-76
Turnover	13,229	13,229
Trading profit	226	226
Finance income	426	426
Finance charges	426	426
Profit before tax	226	226
Taxation	426	426
Profit	226	226
Dividend	11.5	11.5
Profit after tax	11.5	11.5
Dividend	11.5	11.5

Turnover in the half marginally ahead at £13.5m. The net profit at £13,639 (£9,488), at £5.76 (£104,525).

Net asset value per Ordinary share was 270.75p at October 31, against 288p at April 30.

The interim dividend of 4.5p (4p) per share was announced on October 15. The total last year was 10p from income of £799,935.

Pressac growth

Sales in the first quarter of the current year were well in excess of the corresponding

of the corresponding last year said Mr. G. chairman of Pressac Holdings.

Mr. G. chairman of Pressac Holdings, says that the company is in a healthy state, "an enormous amount" coming into production.

The company had a constant growth since 1960 apart from two years and this growth has been maintained. Everything is being done to boost export direct exports totalled £500,000 and in quarter of the current year had been doubled.

The company was substantially in Germany, extensive operation and was some time before it

profits of upholsterers J. Dykes (lumped from £201,010 in the half year ended September 30, 1976) show a substantial improvement. Since Mr. H. Dykes, explains that the first half was due to improvements in sterling. Since £568,000 was reached profits have fallen to £569,000. The interim dividend is 0.53p net—the total is 3.1p.

Turnover in the half marginally ahead at £13.5m. The net profit at £13,639 (£9,488), at £5.76 (£104,525).

Net asset value per Ordinary share was 270.75p at October 31, against 288p at April 30.

The interim dividend of 4.5p (4p) per share was announced on October 15. The total last year was 10p from income of £799,935.

Scottish In

In the period November to October 31, 1976, the net profit of Scottish Investment increased to £741,000, with £574,000 for the November 5, 1975, at £599,000 (£463,000). The interim dividend is 2.5p (2.0p) unchanged dividend has already been announced.

Net assets value per share was 102.7p (98.7p).

INTERNATIONAL APPOINTMENTS

Booker Agriculture International

£5000-£7000 net of tax

KENYA

Booker Agriculture International will shortly be established as a limited company to manage operational projects with which Booker McConnell has been associated in the Caribbean and East and West Africa. The company will also provide technical consultancy and advisory services in sugarcane and general agriculture for a large variety of agricultural interests around the world.

The Mumias Sugar Company in Kenya is currently expanding production capacity from 70,000 to 150,000 tons of sugar per annum. Two additional accountants are now required for an 18-month tour which is followed by 60 days' paid home leave. Career prospects on successful completion of this initial tour are excellent.

Project Accountant

... to implement all necessary accounting and cost control procedures for both the factory expansion programme and associated development of the sugarcane estate. Applicants must be fully qualified with several years' managerial experience, preferably including overseas service.

Financial Accountant

... to supervise and train a local accounting team in the preparation of monthly and annual accounts. An ACCA, aged 25-35 years and willing to transfer to another overseas assignment on completion of an 18-month tour, is preferred.

Net of tax earnings in Kenya are attractive comprising a basic salary plus overseas service incentives. Other terms of service include disturbance, tropical clothing, education and car allowances, a rent-free, furnished house, medical scheme, pension benefits plus local leave in Kenya.

Please send brief career and personal details, quoting reference B.131 to:
E. B. Williams,
Bookers Agricultural and Technical Services Ltd.,
Bucklersbury House,
83 Cannon Street, London EC4N 8EJ.

BOOKER
McCONNELL

FINANCE DIRECTOR

for an important Iranian group. This group has a large and continuing programme of expansion and an active and growing trading activity.

The responsibility covers the control of all financial procedures including the regular production of financial reports for management.

The requirement is for a qualified accountant having considerable experience in financial management who is conversant with modern accounting techniques. He should have held a responsible position, either in the U.S.A. or Europe, related to the Retail Distribution trade.

Salary will be in the region of £20,000 together with a house and chauffeur-driven car. No age is specified, but Stamina as well as experience is necessary. The position is centred in Tehran. Reply in confidence to the Administration Partner, Lovell, White & King, 1 Serjeant's Inn, Fleet Street, London EC4Y 1LP.

BRAZIL

EQUIPMENT LEASING

Major American Bank

seeks highly qualified individual as General Manager & Director of profitable and rapidly growing affiliate in Brazil.

Financial experience in Brazil or South America and Portuguese language capabilities desirable, but candidates with strong managerial experience in finance will be considered. Relocation expenses paid. Attractive salary and benefits.

Reply in confidence to Box A.5762, Financial Times, 10, Cannon Street, EC4P 4BY.

GUYANA STATE CORPORATION

VACANCY

Post: Financial Controller.

Qualifications: A.C.C.A. or A.C.M.A. or C.P.A. or equivalent.

Experience: At least four (4) years' experience in a top management accounting position in a large undertaking.

Duties: Management Accounting for the Guystac Group of Companies/Corporations.

Salary: Negotiable.

Conditions: Attractive.

Applications to be addressed to the Secretary, Guyana State Corporation, Public Buildings, Georgetown, Guyana, for delivery not later than 30th November, 1976.

U.K.

International Adviser, 25 years international experience in metals industry. General Management of Corporate Public Affairs, communications, marketing services and negotiations at all levels. Also experience in advising on behavioural patterns and outlook in problem geographical areas. Now seeking new challenge either permanent or on consultancy basis. Unlimited travel acceptable to any location. Top references available.

Write Box A.5745, Financial Times, 10, Cannon Street, EC4P 4BY.

INTERNATIONAL APPOINTMENTS

APPEAR EVERY FRIDAY

For further details telephone

CAROL JOHNS

01-248 8000 Ext. 588

BERMUDA GOVERNMENT

TAXATION ACCOUNTANT

To be responsible to the Senior Tax Accountant for tax audits and other matters which arise from the responsibilities of Office of the Commissioner of Employment Tax.

Applicants should possess a recognised international professional qualification in accountancy and have at least three years' experience in a public accounting firm.

Commencing salary will be BD\$17,098 (\$18,404) (BD\$1 = US\$1).

The appointment will be on contract for three years in the first instance. Passages, baggage and settlement allowances will be provided.

Applications giving full details of qualifications and experience, age, marital status, the names of three referees should be sent by AIRMAIL to The Secretary, Public Service Commission, Cabinet Office, Hamilton 5, Bermuda to arrive not later than 1 December 1976.

Director of Personnel and Industrial Relations

Middle East £25.01

For a consortium which is one of the world's largest in municipal and general cleaning services. Offices are in London, San Francisco, Chicago, Toronto, with European/Middle Eastern offices administered from Geneva.

A young professional is required to head the important P and IR function in the Middle East. Housing, children's education and car will be provided, and it is likely that the Director will be a save one year's salary during the initial three year contract.

Private letters to Allan Lyndon.

Inbucon/AIC

Executive Selection
197 Knightsbridge, London SW7 1RN

EUROBOND RESEARCH AND SALES

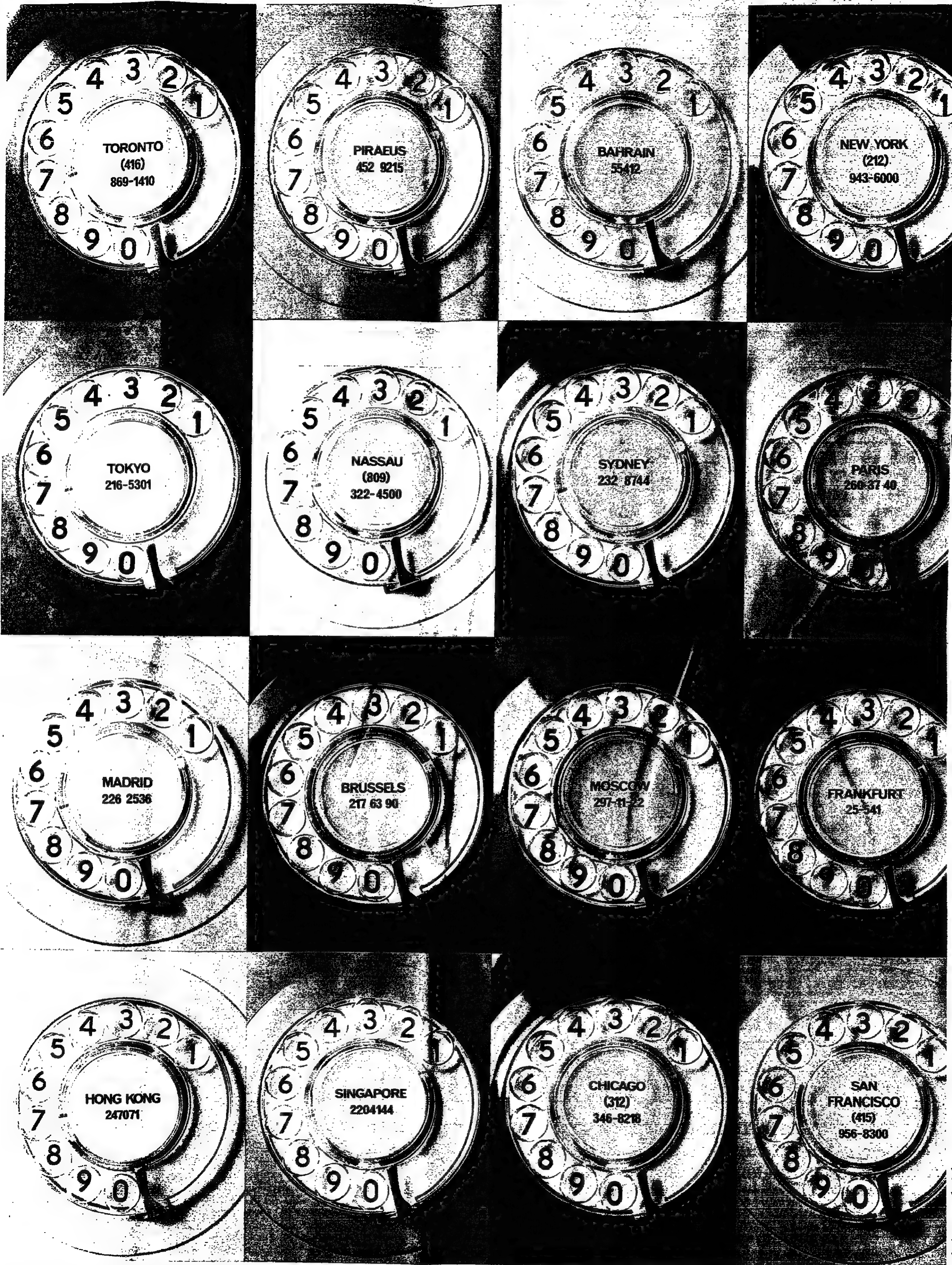
Large U.S.-owned Merchant Bank requires aggressive bond salesman and additionally a bond salesman or merchant bankers seeking capable of developing swap ideas for new business.

Desirable candidates will be ex-stockbrokers, bond salesmen or merchant bankers seeking to participate in a fast growing area of the Eurocurrency market.

Salary negotiable to suit Continental or British applicant and based on experience.

Send CV to: Box A.5750, Financial Times, 10, Cannon Street, EC4P 4BY.

NatWest International has a number of office



International financing for major corporations. Assistance to UK exporters. Dealing in the world's currencies—buying, selling, lending, and deposit taking. Global movement of funds. Specialist services for international industries such as oil, gas, shipping.

National Westminster Bank Group
You've got us just where you want us.

ملف من اجل

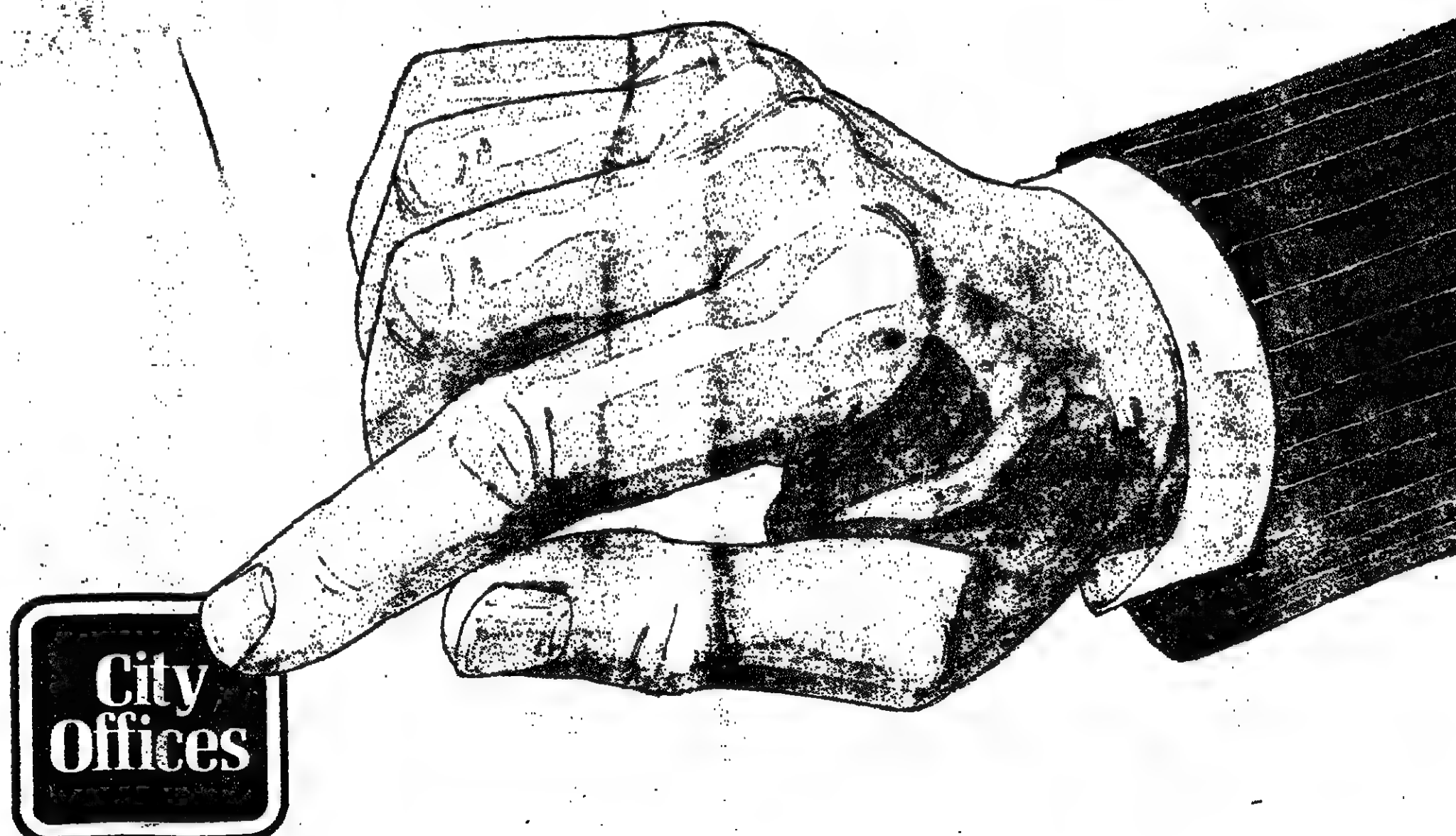
FINANCIAL TIMES SURVEY

Friday November 26 1976

City of London Property

Rents and investment values in the City have begun to stabilise, in welcome contrast to the chaotic conditions of a year ago. There are also signs of new development activity and hope that future increases in rents and in demand will be better balanced than in the past.

A "JLW COMPUTON" Service



at the touch of a button.

The introduction of the "JLW COMPUTON" Service enables prospective tenants to be supplied with an entire spectrum of suitable City offices at the touch of a button.

Property owners will also benefit from having their premises brought to prospective tenants' attention on demand.

For information on City Offices telephone 01-606 4060 or for a brochure outlining the services provided by "JLW COMPUTON" write to 33 King Street, London EC2V 8EE.

**JONES LANG
WOOTTON**
Chartered Surveyors
International Real Estate Consultants

29 offices in 15 countries: Europe, Australia, South East Asia, Middle East, North America.

Market has a healthier look

A YEAR AGO the City of London property market appeared to be suffering as never before from inherent instabilities. The national market had shown, since the war, how a stop-go economy allied to planning policies which were more stop than go, would continue to produce alarming swings in both rental values and in the yields which investing institutions would accept. The City was the microcosm where all the trends were exaggerated.

Site values, because the attraction of the City lay largely in its confined area, were the highest for any office properties and equally building costs, with difficult access to works, were highest. Tenants, being among the wealthiest companies, were in boom times prepared to pay the most to be at the financial centre. Institutions, with the switch in investment fashion from shops to offices, regarded this as the best investment location of all and accepted the highest yields.

Came the financial crisis of 1974 and everything went into abrupt reverse. Demand for space dried up almost overnight. Those who had ridden highest in the boom—secondary banks, stockbrokers and other investment advisers—dumped their surplus space on the market, happy to be able to assign leases which a year before would have commanded large premiums. Building costs shot up, but site values dropped, sometimes

literally to nothing, sometimes truthfully to a negative figure. The institutions left the market, and when they returned it was initially only at yields as much as three percentage points higher than before. Values had to say that many City offices had, in the space of two years, lost half their value. Tenants had signed leases which were palpably above market and they were, to add insult to injury, faced with sharply increased rates. Landlords saw their asset values and collateral diminished and some of their apparently most desirable buildings empty.

None of this was of any help to the City's function as an international financial centre. Property, as one of its service industries, appeared to have endangered the City's business attractions. Some major foreign banks left the Square Mile. The Committee on Invisible Exports lobbied the Government because high accommodation costs—rates were their special interest—might drive away potential earners.

A year later the picture is of a far healthier market. Rents continued to slip for the first half of the year, but have now stabilised in the prime areas and for larger buildings. The take-up of space has increased and investment values, despite the hiccup caused by the MLR rises, have been reassessed at lower levels (though there are still plenty of critics to doubt the worth of City offices even at today's levels).

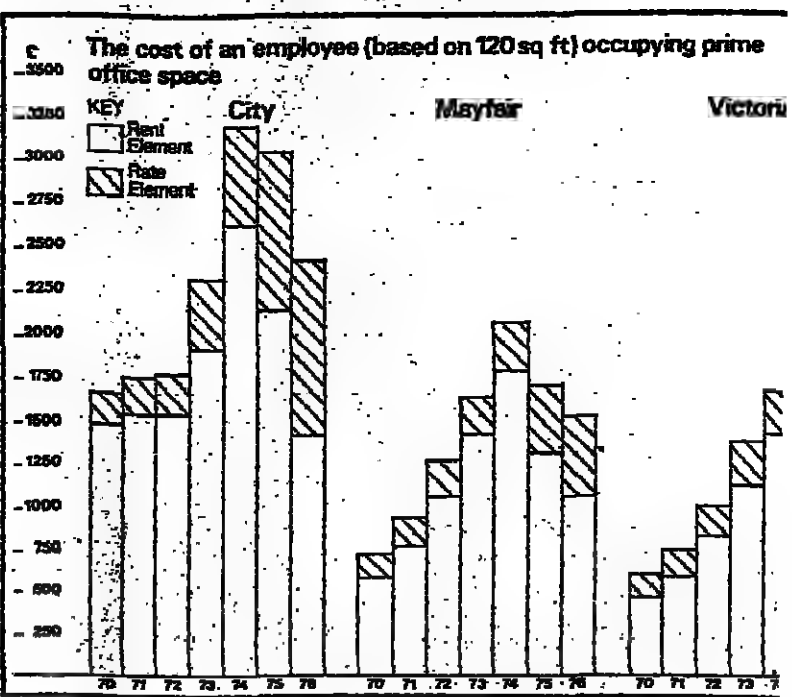
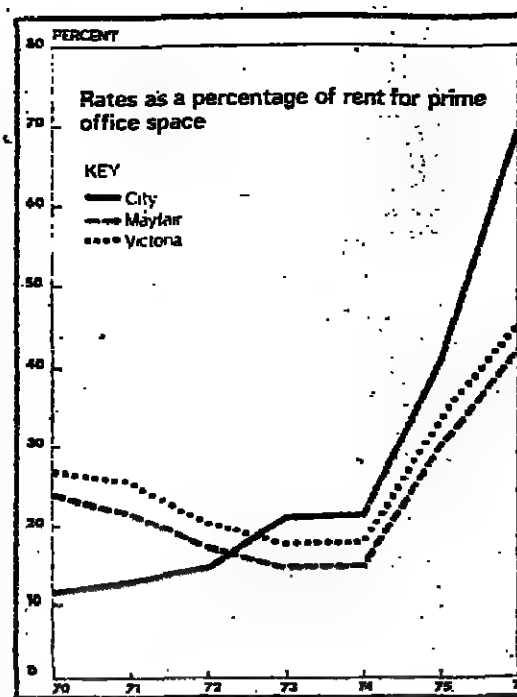
Most importantly, the combined effect of rents which have dropped in money terms and in real worth are frequently halved from their 1973 levels, together brought accommodation costs in line with the City back into line with those in its rival financial centres. There is still plenty of cheaper space abroad, notably in New York, but the costs of opening a City office, which had been twice or three times that in other centres, has now dropped to a point where it could no longer be a deterrent to foreign companies.

It is foreign companies and those British companies whose business is international, who have led the increased demand for City space. The clearest example of this has been in the insurance sector. In the area immediately by Lloyd's, it has at this level. The large U.S. insurance group, INA Corporation, paid £3.4m, for the ground lease on 29,000 square feet at 8-11, Lime Street, a Land Securities development. In commodities, another sector prospering against the tide, one broker, Woodhouse, Drake and Carey went so far as to put its cash into assets by buying a quoted property company. Forum Properties.

Lettings

Among the bigger lettings, British and foreign insurance companies have been mixed. Alexander Howden Group's leasing of the 133,688 net square feet of the Billiter Building was the largest City letting of the year (from Trafalgar House), while the same developer let 24,483 square feet in Fenchurch Street to American International Underwriters (London). Among the other notable in-

surance broking deals have been those of Stewart Wrightson (from Great Portland Estates) and Robert Bradford Hobbs Savill (from Argyle Securities and Amalgamated Investment and Property). But it is not perhaps in straight lettings that the most obvious signs of insurance money have lain. Willis, Faber and Dumas, the insurance brokers and underwriting agents which have just obtained a public quotation, took the opportunity afforded by a poor letting market on the outlying City areas and the collapse of AIP to secure one of the out-



Source: Debenham Tewson and Co

Cannon Street was sold by a ground rent to the Prudential Chinese Communist bank to a capitalist one. The major example of lease-buying in the year, possibly the largest single City deal ever, involved the Hongkong and Shanghai Banking Corporation paying £32.3m for the headlease of 99 Bishopsgate to Berkeley Hambro Property and the executors of the late Felix Peniston. But this was by no means a simple case of tenant and landlord agreeing to release marriage vows and split the pain. The bank, while it is fortunate to own (bar about £1m a year in

possibly the best new banking tower in the City, and while it will receive substantial rental income from the 120,000 square feet it is subletting, was essentially buying itself out of a lease signed too near the top of the market.

However, in its sub-lettings, the building does reflect a typical City trend, with Arab and Japanese banks taking space, just as they have been the main force in the changing face of Moorgate, the U.S. banks being the main releasers of space in this case.

The movement of American banks has not, however, been all one way and out of the City. Bank of America's leasing from the Imperial Tobacco Pension Fund of what is now called 25 Cannon Street may now be seen as a key decision in a market then near its lowest point. It certainly emphasised the scarcity of 100,000-plus sq ft buildings in the City, and the Bank might have to pay substantially more in today's market. It seems likely that the exodus of U.S. banks is nearing its end, Chemical's move to the Aldwych being perhaps the last in a series of moves where Citibank and Morgan Guaranty were the ones to take most located space. Whether the Chase Manhattan continues its interest in the Chiswell Street development is the main unanswered question.

Meanwhile, the major accounting firms have completed their moves during the year, though not all have yet got precisely what they wanted. Coopers and Lybrand settling for taking space in adjoining buildings and Tonche Row still holding the ODP on Wise Office Court where, after a change of ownership, building work has at last begun. Less obvious than the accountants' expansion, but a growing force in the market, have been self-starters' practices, with Clifford Turner's 40,000-sq ft in Blackfriars House being probably the largest letting but several others are nearly as large and more are to come.

With evidence of this revised and steady demand, one issue is whether the City might not again run into a period of shortage of modern space, thus escalating rents. While there is still over 5m. square feet available out of a total stock of offices of around 36m. square feet, this would seem unlikely. However, the evidence suggests that the market is becoming progressively two-tiered, as between the central area and the fringes, and between good modern space and the proliferation of rabbit warren offices of Victorian origin or even the cheaper post-war buildings up to the mid-1960s.

In the central City area agents Richard Saunders suggest that there is at present 2.9m. square feet available and that from their monthly analysis the rate of take-up since May suggests a rate of 34m. square feet a year. Richard Ellis estimates a 24m. square feet for this year. From such figures, and taking into account a slow-down in de-

Planning

Perhaps the strongest towards a more stable lies in a distinct shift of the planning authority, most important of which Greater London Council the City Corporation early encouraged the new offices (two red times, at the expense of the senior authority has often considered that any grant of modern space, thus a prior money. This was rather than planning about jobs in the capital. The short-term in the City industry appears to have got home the sign of the changed situation. There is evidence that City developments, or directly themselves, or national tenants demand or well-refurbished space development activity essential if the present of the City property is to be maintained.

Quentin Gai
Property Correspondent

Rates burden more predictable

Where rates were once a sharp rate increases. Perhaps small fraction of accommodation costs in the City, their proportion of the total bill has since 1974, been growing at the rate of around 20 per cent. a year to those contemplating leasing good modern space. The rate bill itself will have nearly doubled over the two years and the rent will have declined. In effect of these opposite movements is that where market rents have dropped by more than 40 per cent. in some cases, the total of rents-plus-rates (leaving aside the other escalating factor of service charges) will have come down by only a fifth.

The tenant taking space now, however, has an advantage in rating terms not held by those who entered the City during the boom years. Three years ago the perception had to anticipate

The City itself will keep only £22.9m, this year of the £182m raised by its rates. The majority of the rest goes to the Inner London Education Authority, the other large chunk to the Greater London Council, with the Thames Water Authority and Rate Equalisation Scheme splitting the last 10 per cent.

The explosion in rates has stemmed from the precepts for L.E.A. and the G.L.C. These two bodies, plus the Equalisation Scheme, accounted for only £17.5m. from City rates in the year from April 1970. By 1975 the figure had reached £49.7m, and then came the explosion to £73m. in 1976 and £117.2m. in 1977.

Relocation

Even though next year's increases will be much lower than these the rates factor is still, against the background of static rents, the growing cost in City accommodation. As such, it must increase the attractions of relocation even at a time when City property is a buyer's market. Apart from broader decisions to move to the suburbs or to the outer regions, the attractions of fringe areas with quite different rate burdens increase. In particular, the West End, and the areas between the West End and the City have benefited from the dual pull of lower rates and lower rents.

It is perhaps this factor which accounts for the continuing difficulties of letting space in Fetter Lane, an off centre area which nevertheless carries the City rate burden. Parallel to it, Chancery Lane shows in miniature the pull of different rating costs in different boroughs, for the south end of the street comes under the City, the north under Camden and the middle under the City of Westminster. Those in Westminster appear to have the best of it at present.

The chart and graph from agents Debenham Tewson and Chinnocks show the effects of rising rates against falling rents and the influence on costs per employee. It should be remembered that such statistics apply only to those signing new leases or completing reviews. For most, the cost per employee is far less, with the company enjoying a below market rent, though where it signed up around 1973 the position is much blacker. It will be stuck with both its high rent and its escalated rates. Based on a space requirement of 120 square feet per employee, those who signed leases at around £20 a square foot will now be paying around £3,500 per head a year in rent and rates alone. The much more common position, however, is that where City rates are already more than the rent passing.

Not all City businesses have surrendered to the growing burden. Last year there was a

Valuations

On the old valuations, the rise in the rate between 1970 and 1972 was from 65.8p to 89.5p. The big jump came with the new list the following year where rateable values of commercial property in the City increased 4.1 times against an average of 2.4 in the rest of London. With the poundage back to 29.6p, this nevertheless meant a jump from £1.91 in rates payable per square foot to £3.32 for a prime City office. The rates payable the following year were £4.85 on the same space and in 1975-76 this figure shot up to £7.35. In the current year, the bill would be £9.24 per square foot, a remarkable figure when the market rent for such a space might be down to £12. Broadly, rates are now likely to represent two-thirds of market rent for the new tenant of modern City space.

Is this fair? The City has always borne a heavy rates burden and most would say rightly, at least in the proportion it contributes to other boroughs. The money for London's services has to come from somewhere and the City is there to make profits. Against those profits the rate burden is trifling. It has been argued. The figures suggest otherwise.

CITY OF LONDON

Broken Wharf House Upper Thames Street, E.C.4.

36,815 sq. ft.

New air conditioned office building

TO LET

Including excellent banking hall
Restaurant with superb views
over the Thames
Director's suite and
two penthouse flats

For immediate inspection apply:

Healey & Baker
115 Old Broad Street, London EC2N 1AR
Telephone: 01-628 4261

**GARRETT, WHITE
& POLAND**
34 ST ANDREW'S HILL
LONDON EC4V 5DJ.
01-248 9771

Number one in the City?

One College Hill, London EC4

The first choice of—
An American Bank
A Middle Eastern Bank
An Insurance Company
An Insurance Broker



4 Office Suites
Remaining:
Unit 1: 1550
Unit 4: 2229
Unit 6: 2242
Unit 10: 1662

**JONES LANG
WOODHEAD**
Chartered Surveyors
33 King Street, London EC2V 8BE
Tel: 01-606 4060 Telex: 885557

**Robert
Cutts & Co.**
Chartered Surveyors
64 Cannon Street, London EC4N 6AD
Tel: 01-236 4606

A Restoration by Haslemere Estates Ltd in the City of London

هاتفنا من الداخل

CITY OF LONDON PROPERTY III

The need for conservation

LARM has been take or share one of the thir-

rebuilding of the City has almost completely been rebuilt about every 50 years during the last 200. There was the Georgian City, the Victorian City, the Edwardian City, the neo-Georgian City and now we have the neo-Elizabethan City. Our trouble is that we have found it possible in the last 25 years, through the swift development of foundation techniques in dealing with the London clay, to build high.

Yet it should be realised that the City has almost completely been rebuilt about every 50 years during the last 200. There was the Georgian City, the Victorian City, the Edwardian City, the neo-Georgian City and now we have the neo-Elizabethan City. Our trouble is that we have found it possible in the last 25 years, through the swift development of foundation techniques in dealing with the London clay, to build high.

Where is it to stop and who or what will stop it are good questions; for we have certainly gone far enough. The hand of brothers who have produced this book have no doubt that the future scale and character of city building can properly and reasonably be controlled. The eminent architectural historian and critic Sir Nikolaus Pevsner, in his chapter on post-war architecture, praises a number of the new city buildings.

Even Richard Selfert, a much maligned and first-rate commercial architect, is praised by the objective Sir Nikolaus for buildings in Newgate Street and

Gracechurch Street, but these are buildings which come within the scale of their surroundings. The National Westminster tower of over 600 feet, also by Selfert, naturally comes in for the greatest criticism, but one must not forget in spite of this that continual change also follows—for want of a better term in this case—even in the context of economics.

Not only this, but although only appearing now as a two-thirds complete height, this scheme was conceived at least ten years ago, when developers' pressures were extremely fierce. It was genuinely conceived as the culminating feature of a surrounding group of lower "high" buildings, no more being contemplated following that approval. Moreover always being depicted by the critics as being close to St. Paul's, it is, in fact, a good half-mile away.

It is clear now that great efforts are being made to contain new development in the City within reasonable limits. The general aim of the City has been to group its high buildings to north and east of

St. Paul's so as to preserve views of the Cathedral from west and south from across the river. This policy has been to a large extent successful, but nobody in their senses could want it to be the passport to a limitless orgy of development on purely financial grounds irrespective of the City's physical character of a truly traditional financial centre.

Conservation

Conservation is an "in" word. Behind this and in a wider context comes the undoubted essential to all concerned with the City of maintaining as much as conserving the continuing characteristics of an ancient capital. The Romans would not recognise the present City, neither would the mediaeval developers nor their successors. But all, if that were possible, would recognise the existence of a financial core with a chance as constant to finance as the developing physical character of this metropolis.

It is to maintain this visual traditional thread that the necessity arises to examine carefully the economic advantages of exploiting conservation rather than building anew. In

this very admirable collection of essays in "Save the City" Robert Stokes writes on the economics of this very subject. "There is a noticeable increase in interest," he writes, "by prospective commercial tenants simply in the aesthetic appearance of old buildings... aesthetic appeal is especially important where it provides a personality or particular identity to a building."

A major and economically justified example of this is provided by Thames House, Southwark Bridge, a building of 1911, in which the interior has been modernised "to a standard that is indistinguishable from that offered by a prestige new building," with full air conditioning, new staircases, lifts and lavatories. The modernisation was completed within 12 months. How long would it have taken to demolish and rebuild, to obtain planning consent (which is not necessary if the outward appearance is not altered and the basic use is maintained) and to endure public enquiry following public opposition?

Planning administration and its tedious delays certainly encourage such operations and it seems that cost comparison when measured against time are

of great significance. Moreover an old building such as Thames House has a considerable potential for expansion within its original and decorative envelope: passages are too wide, main staircases are too grandiose, division walls between offices are too thick, chimney breasts which project into rooms throughout the building take up a disproportionate amount of space. The ceilings of board-rooms and principal floors are far too high, and so on.

So, along with a continuing process of public participation in important developments, a watchful eye must be kept on the small erosions that can so easily destroy a character so long-maintained. No doubt in the broader spectrum of conservation areas it will frequently be found that an important traffic route will nullify the possibility of designation for no conservation area should be crossed by a through route for traffic. The City can now, during economic restriction, prepare for the day a few years ahead when pressures will again be devoted to obtaining still more working space within the square mile.

H. A. N. Brockman
Architecture Correspondent

Gradual slowdown in development

FOR AN AREA where development was meant to be grinding to a halt, there are plenty of cranes in the City. Most prominent are the twin hoists 450 feet up the National Westminster Tower building, climbing toward 600 feet and 32 storeys. It will be a remarkable building, and at a remarkable cost. It exemplifies the lead time on City property developments: work started on the project in the same month as that on the Sears Tower in Chicago. The American building, all 4.5m. square feet of it is up and let, scheduled completion of the National Westminster's 30,000 gross square feet is in 1978.

There have been unusual technical problems on what will be Britain's tallest building. But building in the City, given difficulties with site access is never quick. With delays in planning or the complication of ground leases and tenancies in buildings to be demolished, completing a scheme is often a matter of decades—the Stock Exchange Conversion and Oldham Estates site on Pinbury Pavement where demolition is currently in progress is a project first placed together in the early 1960s.

So the present construction activity is in some senses a hangover from the boom days. The escalation of building costs, diminution in rents and increased financing charges have certainly changed the arithmetic of the schemes, and present examples of decisions to go ahead with schemes rather than leave sites empty is no guarantee of continuing development activity into the 1980s.

But there is a contrary case to be put on development in the City, one which is closely linked with the institutional view of purchasing existing investments. Given building costs of £50 a square foot, professional and financing charges to add a third, and adding the site to cost half of this total to take cost to £100 a square foot, there is still, with a 20 per cent. gross to net loss, a good case for

developing to an expected rental of £10 a square foot. In fact the argument which might keep investors out of the City is that, tied in this manner to costs, any rents over around £10 a square foot are showing an unjustified scarcity value. To those developers confident that good modern space will command substantially more than £10 a square foot there is some thing to go for in those sites which do not command an inflated value.

Institutions

The institutional issue of whether to buy in the City, develop in the City or leave the area alone is one which has split opinion during the last year. There has, however, been a consensus of opinion that the City has lost its prime rating and that only at higher initial yields can the purchase of anything but the best modern space be purchased. Among the deals publicly announced, the sale of City Gate House, by Electricity Supply Nominees to PPFUT, for just under £11m. was done at an initial yield over 10 per cent. The leaseback deal between Berkeley Hambro and the GEC pension fund for 41-51 Bishopsgate, at £10.4m., indicated an initial yield around 10 per cent.

Such yields illustrate how far the institutions have re-rated older City properties against the modern provincial blocks which appear to offer much greater scope for rent increases, if only to keep some relation to building costs. But equally, for modern (in this case comprehensively refurbished space) there was the £6.8m. paid by Legal and General Assurance (Pensions Management) for Zimco House, where the net income of £306,000 would show after purchase costs a yield around 7½ per cent., and this on a building thought to be over-rented at £13 a square foot.

If the institutions are to be persuaded to back some of the major development schemes of the future—Liverpool Street being the obvious case where a consortium of funds would

appear the likeliest method of funding—then they will have to be convinced that, despite the probability that City rents will never again show the growth of the decade to 1973, there will remain a premium rate for the top quality new space, as well as the assured premium for modern leases over those with 7, 10 or 14-year reviews.

The Electricity Supply Nominees would appear to be one fund which has put its coat firmly on more modern space, selling City Gate House, funding the 180,000-square-foot Angel Court development (in which Samuel Montagu was before its merger with Midland, to take space) and, in the past month, starting work developing a small block of 11,260 square feet of offices at 103-109, Cannon Street.

This is an interesting decision in that Cannon Street already has much new space on the market. Where Bishopsgate was, perhaps, last year's test case of whether new developments would let up (they have, and it is now a fully fledged banking location, though the modernised No. 35 has still to be let), Cannon Street represents this year's test. It is a harder one, for this is a less established location.

Two of the City's major public company developers, Land Securities (through CLRP the quoted company with the largest City holdings) and Trafalgar House, have virtually completed space here. There has been no marketing yet for CLRP's 112,800 net square feet which runs down between Martin Lane and Laurence Pountney Hill, which suggests a pre-let, but Trafalgar House's unusual building at No. 30, 40,000 square feet with a tubular lattice frame on the outside of the building, is being actively promoted.

Lettings

In the case of this, and the Singapore Monetary Authority's Granite House (the deal which Jim Slater considers one reason for the Singaporeans turning against him), the asking rents are in the £16 a square foot range, which is so far not substantiated for the area. There are numerous smaller offices, of varying age and condition, also available in the street, and Compass Securities is currently building a 28,000 square feet block.

Further up Cannon Street, to the West, Credit Lyonnais is now installed in the first phase of its elegant new headquarters, with the second stage being built, and if ESN really has the appetite for development, then there is the site opposite, bounded by Bow Lane, Watling Street, Salter's Court and Cannon Street, at the moment derelict, which it owns in partnership with the Salter's Company. Present intentions are to go ahead with a 100,000 sq. ft. scheme.

Potential developers will be anxiously watching this area over the next year to see if the demand for modern space is sufficient to create profitable investments in an area not normally regarded as prime. They will equally look at the progress at the other end of the City, where the Wingate Centre and the National Westminster Computer building will be major contributions in pushing the boundaries of the City property market eastwards. A sign of increased development interest

in this area is that GUS Property Management is now planning, after the existing buildings have lain empty for 18 months, to go ahead with its scheme for 40,000 square feet of office and showroom space in St. Mary Axe.

The extent, however, to which development companies can influence future building in the City must be limited. The main questions will be answered by the institutions. The shortage of prime investments in the area means that those who still favour a proportion of City holdings in their portfolios must look closely in the next few years at the prospects of developing, almost certainly without pre-lettings, in what has proved for them a volatile market.

At 99 Bishopsgate you'll be in the finest position in the City... and in the best company

This new tower office block, rising 27 storeys above ground level, is situated at the centre of the City's financial area.

The London Headquarters of the Hong Kong Bank Group, including the Head Office of the British Bank of the Middle East, occupies the lower half of the building. Other floors have been let to major international companies.

Only 6 floors, each of 10,766 sq. ft., remain available for letting and some may be sub-divided into units from 1,500 sq. ft.

* Air conditioned
* Panoramic views
* High speed passenger lifts
* High quality finishes
* Reception facilities
* 24 hours per day
* Car parking

Vigers

4 Frederick's Place,
London, EC2R 8DA.
01-606 7601.

Richard Ellis

64 Cornhill,
London, EC3V 3PS.
01-283 3090.

Greenford Middlesex

New rehouse/Industrial Units to let

PHASE I
Immediate occupation.
8105 sq. ft. to 43210 sq. ft.

PHASE II
26296 sq. ft. to 90587 sq. ft.

- * Single storey 20 feet to eaves
- * Industrial use subject to IDC
- * High Standard Specification
- * Close A40, 2 miles North Circular

Introducing Agents will be fully retained.

For details contact:

SONBROOK LTD

17/18 Dryden Court, Parkways,
Ham Common, Surrey TW10 5LP
Tel. 01-849 5201

WINCHESTER HOUSE
LONDON E.C.2.

13-14th FLOORS
8320 sq. ft.

Assigned - No Premium

HER ELLIS & CO.

44
Street
EC4Y 1AL

MICHAEL BERNAN
BROKER
01-349 9211

Prime City Properties for immediate occupation

830 SQ.FT.
EC4

STONE HOUSE, Cannon Street,
office in an exceptional position in the heart of the City. Facing Cannon Street Station and a few yards from the Bank of England.
* Full heating;
* Lifts.

9,290 SQ.FT.
EC1

11-13 HOLBORN VIADUCT, 7th floor.
Modern office accommodation in an ideal situation over the entrance to Holborn main line Station. Easy access to the City and West End.
Additional space available if required.
* Full central heating;
* 4 high speed passenger lifts.

24,600 SQ.FT.
EC2

STONE HOUSE, BISHOPSGATE,
1st 2nd & 3rd floors.
A superb property on the corner of Houndsditch and Bishopsgate. Additional accommodation available to a total area of 31,453 sq. ft.
* Full central heating;
* 2 automatic passenger lifts.

For full details please contact the sole agents:

DE GROOT COLLIS

163 Moorgate London EC2M 6XB

01-628 4704

CITY OF LONDON

OFFICES TO LET

EC1

Close to Barbican 5,000 sq. ft.

EC2

New Broad Street 4,000 sq. ft.

Moorgate 4,400 sq. ft.

Bishopsgate 4,500 sq. ft.

Finsbury Square 9,500 sq. ft.

EC3

Lime Street 2,000 sq. ft.

Lloyds Avenue 2,300 sq. ft.

EC4

Queen Street Place 5,850 sq. ft.

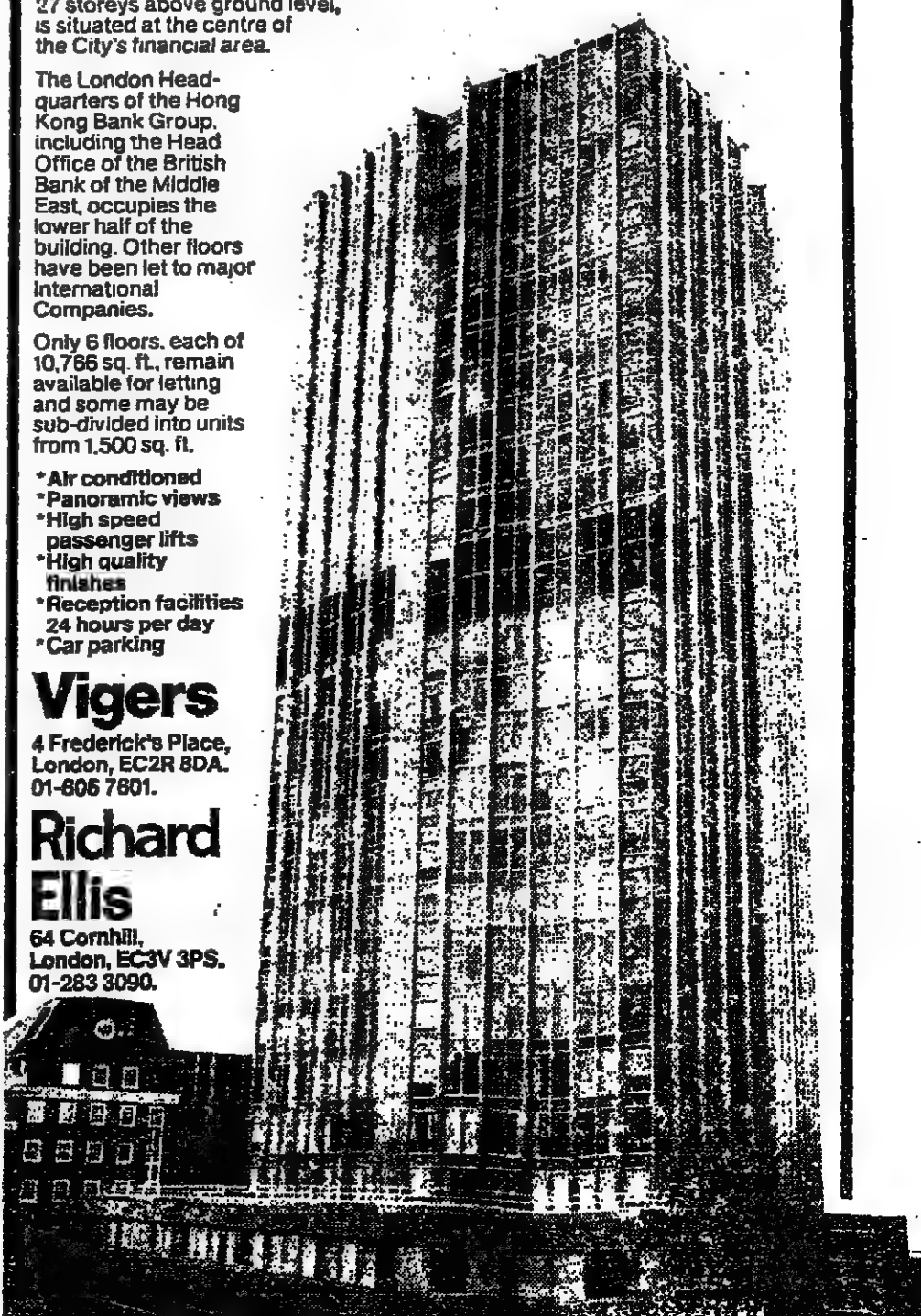
Upper Thames Street 36,800 sq. ft.

New Fetter Lane 38,000 sq. ft.

Healey & Baker

Established 1820 in London
118 Old Broad Street, London EC2N 1AR
Telephone 01-628 4361

Also in GEORGE STREET MANCHESTER LONDON WIA 3EG
ASSOCIATED OFFICES IN PARIS BRUSSELS AMSTERDAM JERSEY



CITY OF LONDON PROPERTY IV

TO LET

EC1 Air conditioned office floors
Units from 1133 sq.ft.
Car Parking Lift Carpeting

EC2 Modern office floor
3400 sq.ft.
New Lease Carpeted C.H.

EC3 Air conditioned office floor
4000 sq.ft.
Carpeted Two lifts

WC1 New office building
22000 sq.ft.
Air conditioned D. Glazed

WC2 Various office suites
available in several
buildings
240 sq.ft. - 4000 sq.ft.



01-283 0041
7 Birch Lane London EC3

Uneven pattern of demand for rented accommodation

THE PROPERTY market in the City of London is unlike that in the rest of the U.K. not only because of its very different level and pattern of rents but also because its fortunes are not solely tied to domestic economic and financial influences. The international position of much of the City ensures that its level of lettings, for example, can be very different from the office market even in the West End, let alone other cities.

Although rental values in the High Street are broadly linked, after allowing for time lags and local characteristics, to the level of personal consumption and economic activity in the U.K., the direct influence on parts of the City is the state of the international shipping and insurance markets.

A clear example can be seen at present in the strength of lettings and relative firmness of rents around Lloyd's. This is a direct reflection of the continued strong increase in business of Lloyd's. Its underwriting and portfolio investment earnings from overseas have, for example, risen from £147m. to £190m. over the past couple of years, while the invisible earnings of insurance brokers have increased from £60m. to £104m.—and are still rising sharply. These companies and the many small concerns associated with Lloyd's are consequently still expanding and looking for new space.

At one end of the scale, this has been reflected in the development schemes of certain brokers, such as Sedgwick Forbes, and in the purchase of larger new buildings, notably the acquisition of the former Port of London Authority headquarters (Amalgamated House as it was for a time) by Willis Faber and Dumas. In addition, there has been the constant demand for smaller suites of offices in the immediate vicinity of Lloyd's, sustaining rents in the area, by companies which have to be within a couple of hundred yards of the Lloyd's building.

Lettings

The continued activity in other of the City's specialist international markets, such as the Baltic Exchange and various commodity markets, is reflected in the steady stream of fairly small lettings in EC3, where most of these activities are concentrated. The Richard Saunders figures show that the number of units let in this postal district has been higher than elsewhere in most recent months, and the total area of lettings in EC3 has also been greater than in other postal districts.

Similarly in other parts of the City, there has been no sign of a significant letting-up in demand from foreign banks. Whereas the annual November

review by The Banker magazine had in 1975 shown a downturn in the number of overseas banks with London offices—for the first time since the survey started a decade ago—the latest review shows a rise in direct representation from 244 to 255 with a further 93 banks and financial institutions represented through shareholdings in consortium banks operating in London.

A total of 15 foreign banks have opened new branches or representative offices—with four very small representative offices being closed down. Among the new arrivals have been banks from a number of OPEC countries, mainly from the Middle East, as well as some from the more advanced developing countries. Meanwhile, other banks have been moving to new and larger offices—for example, Bank of America to the former Gateway House in Cannon Street.

The fall in the pound and Britain's internal economic weaknesses have had no direct effect on the number of banks since the attractions of operating in the City of London have transcended such problems. Anyway, a large proportion of their business is offshore and not directly affected by sterling exchange rate movements.

Foreign banks operate in the City because of its established status as a leading world financial centre, with the concentration of expertise, skills

and communications: the high rents in London by international standards were never that much of a stumbling block and even the importance of this factor has been reduced by the fall in sterling.

A much greater threat would come from any measures which might affect the tax position of overseas residents here—such as the proposal in last year's budget which before a major amendment would have sharply increased the taxes paid by U.S. executives working in the U.K. and reduced the attractions for them of working here.

But these favourable influences have only applied to part of the City's activities and, of course, in the more domestically oriented sectors business has been more sluggish and the associated property market has been correspondingly weaker. The obvious example is the Stock Exchange where the continuing low level of bargains, which tends to be reflected after a lag of about a year in the lettings trend in EC2, has resulted in sharp cutback in new inquiries for space from stockbrokers and a sizeable amount of space being placed on the market.

In the domestic banking field, the collapse of several secondary banks and the reorganisation and slimming down of others—Slater Walker as one recent, well-known example—has also released space onto the market: such banks had been a major

source of demand for space in the early 1970s.

The recession and the partial recovery have also obviously affected other potential space users in the City such as commercial and Government agencies, and the impact can perhaps best be seen in some of the fringe areas, such as Fleet Street, where a number of sizeable buildings have been on the market for some time. Just as the level of economic activity affecting various specialist City markets has varied, so has the level of demand for space, producing the patchy pattern of demand and rents which can be seen to-day.

Demand

The property market is also, of course, affected in a number of more intricate ways by economic and financial developments, apart from changes in the level of demand linked, however loosely, to the economic cycle. This is being seen most clearly on the supply side where the financial crisis and fall in property values which started almost exactly three years ago not only led to the collapse of a number of previously active developers but also to a halt to new schemes by most groups.

The impact of this takes some time to work through, especially as demand has also been sluggish and patchy but the effect can be seen now during a short stroll round the City in the comparative handful of new projects started recently.

Even for the financially sound groups, the current high level of interest rates and the inflation

of building costs have a sharp cutback in new ment and the latest sq banking credit and pr industrial customers h out the banks as source building finance. The from a few isolated exa looks like being some for there is a wave of ment on the scale of 1960s and early 1970s.

This is possibly the portant single influence City property market. demand outside the and other specialist a remain flat for som in line with the econ ally, when demand e revives the current a good quality space taken up faster than an in supply from new ment which only becom able after a considera lag.

The wider econo affects the property to the level of rates im occupiers. The City of has been feeling very the impact of the sh growth in local authori. This is because contributes to the rat come outside its sha Greater London Coun come has risen from 11 to more than 17 per c 1970. The result, with has been that rates-on City building have ris around £1.50 per squar over 25 a square foo the same period, a milder in City insti: they needed one, of the of public spending.

Peter I

COMMERCIAL UNION PROPERTIES

CITY REFURBISHMENTS

21 Eastcheap
EC3

27 Creechurch Lane
EC3

6 Lloyds Avenue
EC3



RICHARD ELLIS
01 283 3090

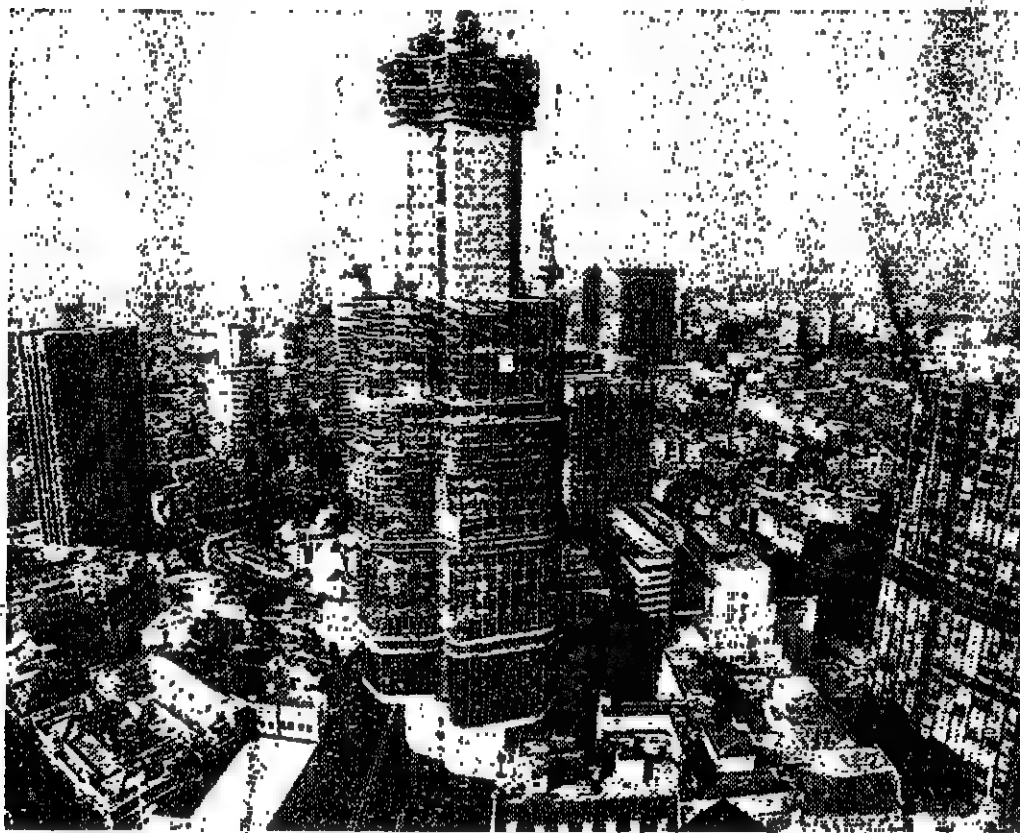


JONES LANG WOOTTON
01 606 4060



DANIEL WATNEY
01 253 4414

A FEW SUITES ARE AVAILABLE,
enquiries as above.



The 600-foot National Westminster Tower, though not scheduled for completion until 1978, is already starting to dwarf all surrounding buildings. The property market is keenly anticipating the bank's announcement of what space it may vacate when it moves to its new headquarters.

Industrial decline

BETWEEN 1971 and 1974 factory space in the City of London declined from 223,000 square metres to around 200,000 square metres. And significantly, some 10 per cent. of the latter figure was empty space. As for warehousing premises, though the decline has been smaller—from 498,000 square metres to 400,000—the vacancy rate had risen by 1974 to a frightening 20 per cent.

The more interesting figures, however, would be those describing the space according to age and facilities. These, unfortunately, are not available, but unofficial sources suggest that one in five of all industrial buildings in the City were built in Victorian times and less than 10 per cent. can in any way be considered modern.

Hence, the high, and rising, level of vacant premises at a time when overall supply is falling. The simple reason why so much of the City's manufacturing and storage space is lying idle is that it is impossible to adapt to to-day's manufacturing and storage methods.

The majority of the existing buildings are multi-storey with minimal, or frequently, no off-street access, low ceilings and floors incapable of bearing heavy loads. Again, typically, the streets in which they are located have severe parking and unloading restrictions in addition to chronic traffic congestion, and bans on heavy lorries.

For would-be tenants, such premises are worse than useless. They are looking for single storey units with eaves heights in excess of 20 feet (for warehousing), with loading bays and yards capable of taking containerised loads in locations where access by juggernauts is easy.

The prospects are no less grim. Economic conditions have curtailed commercial development throughout the country and no less so in the City. While this may mean that little further industrial space disappears to make way for offices, it also means that industrial developers are also chary of undertaking schemes unless they have a particularly good chance of success.

And, unfortunately, City schemes do not come into this category. In the first place, it is difficult, if not virtually impossible, to place together sufficient parcels of land to make up a site suitable for a viable development project.

Then there is the problem of cost. Modern industrial development needs to be single storey with plenty of room for loading aprons and further expansion. To develop City land in such a fashion would entail rents in excess of those charged for office space. Even to-day City land is expensive.

It only becomes viable if every inch is used and if the air rights are exploited by vertical building. In fact, the planning regulations encourage this. In parts of the City, developers can get plot ratios of 31:1 for industrial building. And the land is priced accordingly. Obviously, this means multi-storey buildings, which is where the whole concept founders.

One way in which planning authorities could have a beneficial effect on this vicious circle would be to introduce new

CITY OFFICES TO LET MOORGATE

4,500 sq. ft. on one floor
2,300 sq. ft. in prestige refurbished building

For Professional Advice on
City of London Offices
and all other Property matters
Consult...

W Kemsley
Whiteley
& Ferris
26 Roper Street - London EC2V 5AJ
CHARTERED SURVEYORS 01-628 2673

CITY OFFICES

$\left[\frac{\text{RENT} + \text{RATES} + \text{SERVICE CHARGE}}{\text{LANDLORD \& TENANT ACT 1954}} \right]^2 + \text{MLR}$

PROBLEMS

PROPERTY EQUATIONS SOLVED

BY THE FACTOR OF

01-236-7831

Hampton & Sons

9 DOWGATE HILL
LONDON EC4R 2TD

LONDON
PARIS
JERSEY

A QUESTION TO ASK YOURSELF

Would you ever pay **THINGS** 60 years,
£100,000 per year? If you remained
in the same office building for 60 years, it
would cost you £100,000 per year.
If you moved to a new office building every
10 years, you would save the difference
between the two costs.

ALLSOP
& CO

6 Paul
Court
01-24

G.L. Hearn
& PARTNERS

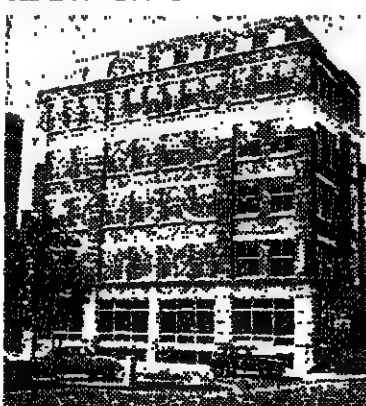
44-48 Bow
London SE1
01-407 5

PRIME CITY PREMISES

AMERICA SQUARE EC3

10,000 Sq. Ft. Approx.

Extensively refurbished, self-contained
building with central heating and fitted
carpeting.



MARTIN LANE EC4

7,188 Sq. Ft.

Fully air-conditioned building in an attractive
garden setting. Modernised to a high standard
with fitted carpeting and automatic passenger
lift.

OLD JEWRY EC2

3,414 Sq. Ft.

Centrally-heated offices in this prime
locality with full central heating
and automatic passenger lift.

NEW CHANGE CHEAPSIDE EC2

8,094 Sq. Ft.

Self-contained office suite with full
central heating and automatic
passenger lift.

St Quintin
Son & Stanley

Vinty House, Queen Street Place,
London EC4R 1ES.
Tel: 01-336 9961.
Telex: 5812619.

(CONTINUED ON NEXT PAGE)

20 Grosvenor Hill, Berkeley Square
London W1X 0HQ
Telex 263796
01-499 8644

Rent reviews the acid test

Walter
LAWRENCE

CITY BUILDING DIVISION

Specialists in
maintenance and
refurbishment of
properties in the
City of London

We are continually working
with the Leading Property
Management Agents in
the City of London

we build our name on service



AVAILABLE CITY OFFICES

£2.80 p.s.f. Entire Building	E.C.1 C/Htg.	2,000 sq. ft. Ref: B.5080
£3.80 p.s.f. Ground Floor	E.C.1 Air Con.	10,519 sq. ft. Ref: C.5231
£7 p.s.f. Ground Floor	E.C.2 C/Htg.	1,675 sq. ft. Ref: D.5353
£7 p.s.f. 7th floor	E.C.3 C/Htg.	2,277 sq. ft. Ref: D.5362
£7 p.s.f. or offers Ground Floor	E.C.1 C/Htg.	2,575 sq. ft. Ref: C.5257
£9.27 p.s.f. 1st Floor	E.C.2 C/Htg.	1,510 sq. ft. Ref: D.5337

Apply:

DRON & WRIGHT

01-283 5103

"AT LAST they have stopped cutting City rents." This weary remark involves a generalisation which is never quite true in such a specialised market. But it is a widespread impression which has survived through the rise in interest rates and it provides a neat solution to the question of what is the true market value of leased space in the City.

Just forget nearly four years seems to be the answer: continue the unspectacularly rising graph of rents from 1970 till the middle of 1972. Ignore everything that happened between then and the spring of this year and you have a straight line which produces, to-day, a band between £11.50 a sq. ft. and £13.50 to take in most of the better class space in the traditional banking centre of the City.

There are a dozen reasons to dispute this thesis, not the least being that a case can be made for the prime locations in the City having shifted from the minute-walk-from-the-Bank area eastwards to the sector around Lloyd's. And exceptional new buildings have continued to beat this performance graph comfortably while numerous fringe areas, artificially boosted to within striking distance of prime rents in the boom, have continued to slip further and further behind. In the older blocks on London Wall and even in new buildings in the Fleet Street area—geographically within the City but only loosely tied to its central property market—it would be an optimist who said that rents are no longer being cut.

Trend

Another new trend, which is becoming evident in the market for most sizes of office—the exceptions being mainly in the small suites of 2,000 square feet or less—is that precise location is possibly becoming less important than the quality of space. In a sense those moving to new premises now are the survivors of the worst post-war crisis for the City. Those who have come through are looking for better quality space and while this applies particularly to the domestic user, it has always been true of the foreign tenant. Where tatty space could once be related in cost to the prime market, particularly if adequate inducements were offered in rent-free periods and fitting costs,

there appears to be little market for it at present.

A wrinkle in this pattern is that good space no longer necessarily includes air conditioning. The summer stretched some of the less efficient systems to the limit, particularly in tall glass-fronted blocks. There is a case for noise being the prime argument for air conditioning: if you are not on a street so busy that no one can hear with the windows open, then settle on north-facing windows and spare the cost.

Graph

Another consideration, in attempting to establish a graph of typical City rents is that the larger size units appear to be fetching a premium. Marketed at present there are only seven over 50,000 square feet, three in EC2 and four in the fringe area of Fetter Lane.

The shortage of the very large 100,000 square feet plus building suitable for the head office of a major company is a feature of the market, not that such structures have ever been easy to obtain in the City. But it is an interesting coincidence that of four such buildings to be involved in occupation deals this year, two have not been leaseings, but owner-occupier purchases. There were special factors to both Willis, Faber and Dumas's buying of Amalgamated House and to Tate and Lyle's of Custom House, but in both cases part of the logic of the deals must have been that City rents had nowhere to go but up, however gradually, from their level this year.

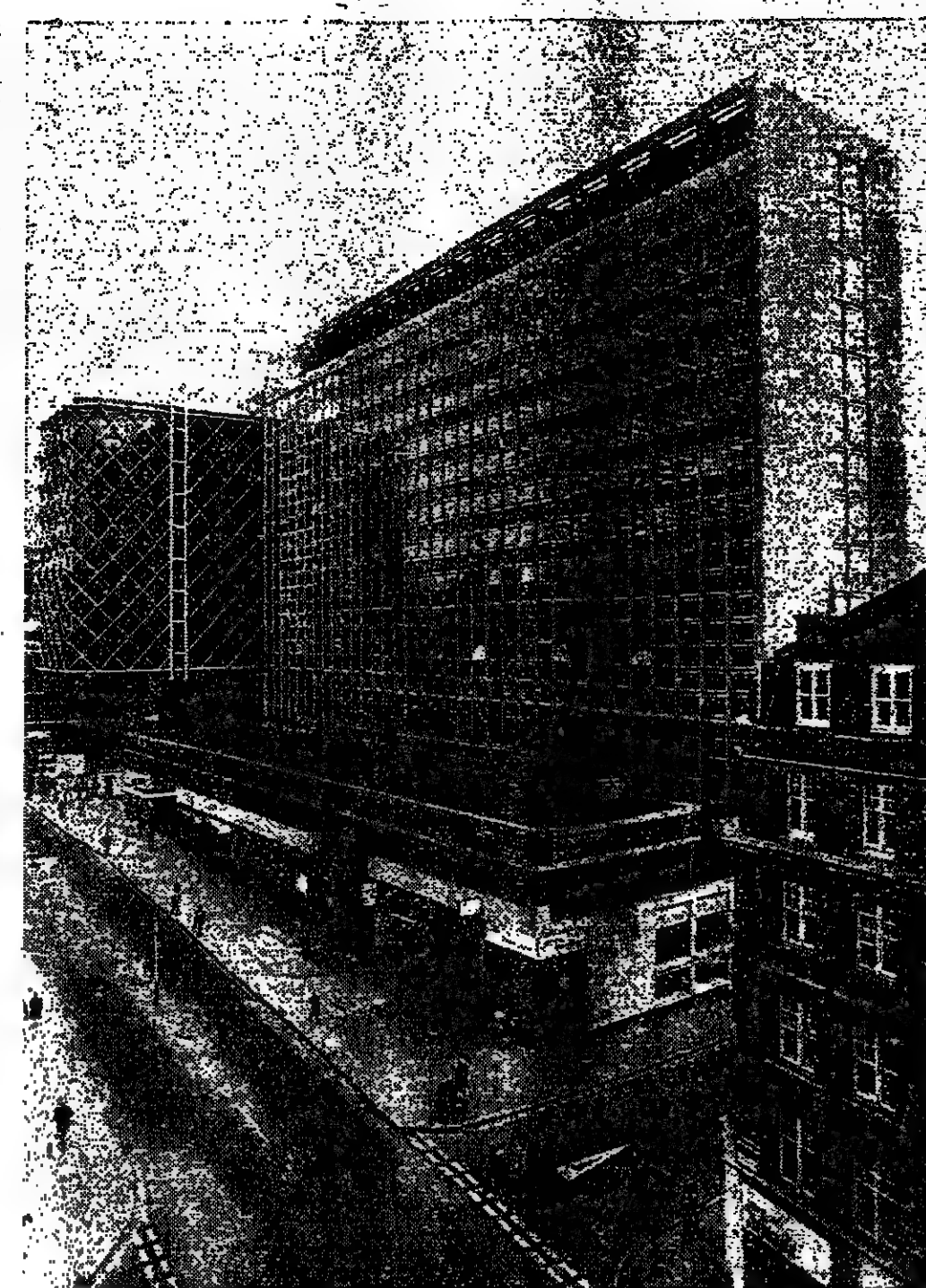
The point at which they go up from, or hold steady at, comes back in many cases to that straight line from the mid-72 levels. There is some confirmation, tested in appeals, from the rating departments of City agents. The tone of the City list for the 1978 revaluations was cunningly taken a little later than in most other areas of the country. It has usually been interpreted as the first half of 1973. In the first half of this year rents were "testing around the 'total' figures," in the words of one authority. Since then they have hardened a little.

The testing ground for these levels has been in the review proceedings and arbitrations. Rents in the boom years were landlord-led and even developed. The cutting of City rents, contrary to impressions of all landlords being desperate to rid themselves of space and interest charges at any price, came mainly from vacating tenants. One case sums up both the vacating tenant pressure and the extent to which rent reviews are the real test of rent levels in the bulk of City space.

This concerns the Save and Prosper Group, which in 1972 took the lease on 9,650 square feet of the P&O building. The rental was £131,000, with reviews next month and in 1981 and 1986 before the lease expires in 1989. The rent level of £13.50 per square foot was quickly passed in 1973 when a few tenants in such high quality buildings signed leases at more than £20 a square foot. So in 1974 when S & P decided it did not need the space and decided to assign the lease, the sub-tenancy was originally offered on the market at £190,000.

However, it took 18 months, until August of this year, for any tenants to agree terms and finally an offer from grain broker clients of Kinney and Green was accepted. The offer was at the same 1972 level of £131,000 a year, with S and P paying a reverse premium of £35,000 and throwing in the fixtures and fittings for nothing (value around £25,000).

But that leaves S and P to settle this December's rent review (from which it has also offered its tenants immunity



Two generations of City office development: the Cannon Street Station block (designed by John Poulson), sold by Town and City Properties to Lloyds Bank as part of its depleting exercise. And beyond it Trafalgar House's 80, Cannon Street, one of only three buildings in the world of this design, with a tubular lattice frame on the outside. Finished this year, it is currently being marketed.

from any increase). Healey and Baker chose to make the matter public before the (unappropriately Christmas Day) showdown. They stated that, "The rent equates to some £12.0 per square foot for the P and O Building and in view of the time taken to dispose of this lease, must cause some concern to the landlords who must be looking for increases when their reviews fall in shortly."

These are blunt remarks (perhaps there was a little extra feeling because S and P had offered to surrender, or take a new lease, solutions which seemed to them to offer something for both landlord and tenant in a tricky situation) and are an example of the insight which goes on in these reviews. Comparables in the building would include Tokai Bank paying £15 a square foot this year for ground floor space which would not quite rate a banking hall premium, and White Weld getting a £15 a square foot judgment at arbitration last year.

Assumptions

Other tangential information would lie in the rent assumptions which went behind Jones Lang Wootton's revaluation for this year's accounts of P & O's London properties. The P & O building itself had been valued at £61m. in 1963 but the accounts did not show by how much this had been reduced, for the write-down (which did not go into the books) to 55 per cent. of previous value also included older buildings in the City and West End. While no pre-judging of the review decision is possible,

it would be very surprising in such a tenant who must weight the circumstances if anything his acceptance level to the cost level and with the fall but a token increase was of moving and trying to sub-let or assign. At the same level of space as in any rival

This is a typical example of the market Winchester House centre. The rent review which gets down will be a battleground in the fundamentals—there being no New Year and lower down it.

London Wall is seeing notable scraps. The diff of surveys acting for lords in one instance, for another, and even as a third, will increase in years of the 1970s as the certain effect of rent reviews is felt.

That, however, conceals space, as does the probable increase in marriage value to buy out lease, like S. burg's £5m. purchase from Royal London Assurance, and assumes the prime market will in modern space (with a few lions for period building very top locations) the pattern of rents over a few years is likely to be by a relative handful developments.

The rents here may be some above the average shown in any graph of City rents (Richard EU projection published: have indicated a deficit supply space for a period the end of 1977 and a timing one from mid-1978. Their forecast is based slackening in world recovery which would a City take-up of space per cent. higher next year this).

Whether such a materialises or not, it is see that rents will again anything like the same in 1972-74. It is also that estimates of new rents, particularly planning authorities' tolerant attitude, will be too low. In the ab the sort of economic which produces urgent demands, the promise, ings even two or three ahead could prove adequate prevent any panic-like inflated rents.

It must be the h although rents may be further, given the co land scheme to encourage their development, an escalation would op bring the risk that n action in the Square Mile, ever-increasing rates grew disproportionate and endangered th working structure of This is still, even at its the level and with the fall ing, as expensive co of action. At the same level of space as in any rival

Erdman Offices

Edward Erdman

LONDON PARIS GLASGOW AMSTERDAM

CITY OFFICE

23 College Hill,
Cannon Street,
London EC4R 2RT.
01-236 3611

WORLD RENOWNED CITY THOROUGHFARE

Construction shortly to commence
of a
PRESTIGE OFFICE DEVELOPMENT
sq. 40,000 ft.
E.C.3.

TARGET DATE FOR OCCUPATION DECEMBER 1978

Enquiries invited now from prospective occupiers either as tenants or purchasers to Sole Agents:

Erdman Offices

LONDON PARIS GLASGOW AMSTERDAM

Edward Erdman

LONDON PARIS GLASGOW AMSTERDAM

23 College Hill,
Cannon Street,
London EC4R 2RT.
01-236 3611

ESTATE AGENTS SPECIALISING IN CITY PROPERTIES

<p>Auctioneers SURVEYORS LAND AND ESTATE AGENTS Bainstow Eves</p>	<p>Robert Cutts & Co. CHARTERED SURVEYORS 64, Cannon Street, London EC4N 6AD Tel: 01-236 4606</p>	<p>Fuller, Horsey, Sons & Cassell 52 Bora Lane London EC4M 3ET Tel: 01-248 7854</p>	<p>Garrett, White & Poland 36 ST ANDREW'S HILL LONDON EC4V 5DJ 01-248 9771</p>	<p>KWF Kemsley Whitely & Ferris CHARTERED SURVEYORS 20 Ropemaker Street, London EC2Y 9AJ 01-628 2873</p>	<p>Newton Perkins & Forbes 10 Northumberland Alley, Fenchurch St., London, EC3 Tel: 01-488 4421</p>	<p>St Quintin Sons & Sonlley VINTRY HOUSE, QUEEN STREET PLACE, LONDON EC4R 1ES Telephone 01-236 3961</p>	<p>Walker Son & Pichman CHARTERED SURVEYORS Established 1822 Blossoms Inn 3-4 Temple Street London EC2V 6DD 01-606 2111</p>
<p>Chestertons CHARTERED SURVEYORS 9 Wood Street Cheapside EC2V 7AR 01-606 3055</p>	<p>DRIVERS JONES Chartered Surveyors 18 Pall Mall London SW1Y 5NF 01-930 9731 London Aberdeen Milan</p>	<p>Industrial & Commercial Property FULLER PEISER</p>	<p>Gooch & Wagstaff Chartered Surveyors 57-58 Abchurch Lane EC4V 3ET 01-600 1797</p>	<p>Leavers 36 Bruton Street London W1X 3AD Telephone 01-499 4281 01-493 2813 Also at Dublin and Edinburgh with Associated Offices in Malta and South of France</p>	<p>MELLERSH SHARDING CHARTERED SURVEYORS CENTRAL LONDON OFFICE SPECIALISTS Telephone: 01-493 6141 Telex: 24310</p>	<p>J. TREVOR Sons 25, LONDON WALL LONDON, EC2 TEL: 01-428 0738</p>	<p>Weatherall Green & Son 01-405 6944</p>
<p>Collier and Madge 5 ST. BRIDE STREET LONDON EC4A 4DE 01-333 9161</p>	<p>Edward Erdman 23 COLLEGE HILL, CANNON STREET, LONDON, EC4R 2RT TEL: 01-236 3611</p>	<p>GALE & Co. CHARTERED SURVEYORS 11, FLEET ST. LONDON EC4A 3DF HEATH</p>	<p>Healey & Baker 118 Old Broad Street, LONDON EC2N 1AR 01-628 4361</p>	<p>MATTHEWS GOODMAN Mabey House 72 Upper Thames St. EC4R 3UA 01-248 3200</p>	<p>SEARON WELZACK City Office 27 St. Helen's Place, London EC3A 6ED Tel: 01-638 4591 West End Office 8 Cork Street London W1X 2JL Tel: 01-439 6531</p>	<p>Vigers Chartered Surveyors 4 Frederick's Place EC2 Telephone 01-606 7801</p>	<p>DOUGLAS YOU & COMPANY Chartered Surveyors St. Alphons House, Ford Street, EC2 Tel: 428 8472</p>

مكتبة في لندن

MINING AND RAW MATERIALS

acid toll 32m.

Bacon and egg prices will increase next week

By Richard Mooney

sheep produce. U.K. agriculture a year ago. A report out of the report Mr. University's Economics Unit a year sheep important role and its potential the EEC and r exciting pros-

BRITISH BACON and eggs will be dearer in the shop next week following a 25s a ton increase in the first-hand bacon price and a 4p a dozen rise for all grades of eggs, announced yesterday. A spokesman for FMC, Britain's biggest bacon curer said the rise to 1990 a tonne was timed to catch the traditional strong pre-Christmas market. He said his company had been anxious to close the 280 a tonne gap which opened up at the beginning of last month when the Daines raised their price by 23s. The steady fall in production resulting from the loss-making situation had at last brought output more or less into line with demand, it said. Further rises before Christmas were unlikely.

Golden egg marketing consortium said the rise in egg prices would mean that for the first time since August nearly all British producers will be making a profit. The steady fall in production resulting from the loss-making situation had at last brought output more or less into line with demand, it said. Further rises before Christmas were unlikely.

work in sympathy with fuel transport workers, whose industrial action continues. The strike halted the export of 500 tonnes of bacon to the U.K. but the Danish agricultural producers' organisation in London said the supply chain should be back to normal within a few days. Union leaders told Mr Peter Gordon, the Minister of Labour in a private meeting that if the Government moves non-union labour or servicemen into slaughterhouses, not one blacker carcass of lamb or beef would leave New Zealand. The union is believed to have been promised support from meat inspectors and transport unions to ban any meat moved during strike.

sted but never 2m, for lambs ewes and rams of 230m optimistic and stic extreme, if er than deaths id age was ut could be 9.5m. Instead of rams, a 27 per cent current level ment," says the stic estimate ity was reduced output could be 13m, saving in Mortality in the U.K. University, meet metal

Killing ended
Dai Hayward, Wellington Correspondent writes: Striking coal store workers who have brought New Zealand's most important industry—meat killing and pro-

cessing to a complete halt as the new season should be swinging into top-gear, have warned the Government that they are prepared to extend industrial action if the Government interferes with the strike. Union leaders told Mr Peter Gordon, the Minister of Labour in a private meeting that if the Government moves non-union labour or servicemen into slaughterhouses, not one blacker carcass of lamb or beef would leave New Zealand. The union is believed to have been promised support from meat inspectors and transport unions to ban any meat moved during strike.

Meat can not be exported if it does not carry the stamp of a Government meat inspector. The strike has already cost New Zealand \$20m, lost pre-Christmas sales to Smithfield and other markets. One big order from the Soviet Union is now in doubt because the Russians wanted the meat there before Christmas.

Brazil halts soluble coffee sales

By Sue Branford

IT WAS decided yesterday at a meeting of the Brazilian Association for the Soluble Coffee Industry to suspend exports of soluble coffee until next January, at least. According to Sr. Bahia, the association's president, this move in part stems from the fact that very large quantities of coffee are at present being exported.

Altogether, 5m. bags of green and soluble coffee are to be exported during November and December, he commented. Further meetings will be held to decide which period would be most convenient for the re-opening of export registries. The decision is in line with the recent measure taken by IBC to

authorise a large increase in the minimum registry price for exports of green coffee, which now stands at \$1.70 per pound. Traders here believe the price rise will virtually bring coffee exports to the standstill until the second quarter of 1979 at least. Indeed, both measures clearly reflect concern at the dwindling stocks in Brazil after the large volume of coffee exports authorised for the last quarter of this year.

Sr. Bahia told Reuters that Brazil may buy more coffee from Central America within a few months. He said Brazil's soluble industry is already considering how to cover its needs for 1979-1978.

Steep rise in cocoa

By Our Commodities Staff

COCAO PRICES rose sharply on the London futures market yesterday, wiping out some of the losses suffered earlier in the week. The March position closed last night 24s up at \$1.91 a tonne.

Reaction against the recent downward trend, which some dealers feel may have been overdone as speculators panicked, was given as the main reason for

the rise, particularly after the market failed to break through some downside chart points. At the same time, sentiment was influenced by a report that rain in Cameroon was slowing down the movement of supplies to ports, and forecasts of a relatively low Ghana purchase figure this week. It was noted that producers remained reluctant

to sell. The EEC's import tariff on green coffee will be cut to 5 per cent from 7 per cent effective January 1, Commission sources said in Brussels. This results from recent negotiations in the tropical products group of the current multi-lateral trade negotiations (the Tokyo Round) under the auspices of the General Agreement on Tariffs and Trade. It was noted that imports of Green coffee from the African, Caribbean and Pacific (ACP) countries were already duty-free under a separate EEC agreement.

Bill to curb fish limits published

By Rupert Cornwell

THE GOVERNMENT yesterday published details of the Bill to extend the fisheries limit around British shores to 200 miles, including tougher licensing powers to cover foreign vessels for the first time and regulate over-fishing. Extension of the limits is planned to take place on January 1, 1979, as part of a joint move by the nine Common Market countries. The measures could lead to curbs on fishing for certain species in particular areas at particular times, to preserve depleted stocks. The Bill would also regulate the number of boats engaged in a specific fishery and the type and size of the vessels may also be controlled.

U.K. AGRICULTURE

Export sales bring calf market boom

By John Cherrington, Agriculture Correspondent

THE CALF market is booming. The average price for calves from one to four weeks old sold in five representative markets last week was £40 per head. At the same time, the average price for calves was £29.50. For Friesian bull calves, the breed favoured for intensive beef systems, the price rises were particularly strong. In the same week last year, of 1,583 Friesian bull calves sold at these markets 24 per cent made £50 or over and 26 per cent less than £20. Last week of 1,951 sold, 33 per cent made more than £50 and only 10 per cent made less than £20.

The strength of the trade has almost certainly been due to demand from the Continent, principally France, but with sales to West Germany competing as well. The annual export figures show a striking growth. In 1974 exports of calves totalled 13,000, in 1975 they rose to 130,000 and until the end of September this year they amounted to 162,000 and are still running at more than 10,000 a week. It is generally expected that they should reach 250,000 head by the end of the year.

Projected forward as potential beef 250,000 calves would represent 50,000 tons of beef, about 5 per cent of our present production. The main effect of the trade on the consumer at present is a shortage of second quality calves for slaughter, mainly for the smaller calves which sell for about 80 per cent on the time last year. Farmers have been buying them for rearing as the better calves are, in their eyes, too expensive for the present economy of beef production. Foreign buyers are attracted by lower prices here due to the weakness of sterling, and in contrast to the generally higher level of prices current in the pure Friesian. In 1975, again

Quota system under fire

By Our Commodities Staff

MR. CHARLES NECK, chairman of the White Fish Authority, told a Commons select committee on the fishing industry yesterday that the licensing of fishing vessels could be the most effective way of protecting fish resources. He said the quota system had failed to protect fish resources. "The quota system," he said, "is a failure. It is a failure because it does not protect the fish resources. It is a failure because it does not protect the fish resources. It is a failure because it does not protect the fish resources."

Disgruntled

On the other hand specialist beef and veal producers are naturally disgruntled. They find that they cannot compete for the best of the Friesian calves on offer, and have to make do with the smaller calves which sell for about 80 per cent on the time last year. Farmers have been buying them for rearing as the better calves are, in their eyes, too expensive for the present economy of beef production. Foreign buyers are attracted by lower prices here due to the weakness of sterling, and in contrast to the generally higher level of prices current in the pure Friesian. In 1975, again

Bauxite group holds more pricing talks

By Canute James

THE INTERNATIONAL Bauxite Association (IBA), which has its headquarters here will continue its study of minimum prices for bauxite and alumina when the Ministerial council meets in Freetown, Sierra Leone, next week. The council will have before it several recommendations

So far, all the IBA has managed to do in its two year search for acceptable price levels is to impose a short-term pricing policy on 1976 exports. Mr. Henri Guda, the IBA secretary-general, said earlier this year that establishment of a viable long-term pricing policy was not an overnight affair, and demanded considerable study.

COMMODITY MARKET REPORTS AND PRICES

COPPER	U.S. Cent.	U.S. Cent.	U.S. Cent.
Wireless	787.5	-4	783.4
Cash	800.5	-1.5	799.0
3 months	797.5	-	-
6 months	795.5	-1.7	793.8
9 months	795.5	-1.7	793.8
12 months	795.5	-1.7	793.8
15 months	795.5	-1.7	793.8
18 months	795.5	-1.7	793.8
21 months	795.5	-1.7	793.8
24 months	795.5	-1.7	793.8
27 months	795.5	-1.7	793.8
30 months	795.5	-1.7	793.8
33 months	795.5	-1.7	793.8
36 months	795.5	-1.7	793.8
39 months	795.5	-1.7	793.8
42 months	795.5	-1.7	793.8
45 months	795.5	-1.7	793.8
48 months	795.5	-1.7	793.8
51 months	795.5	-1.7	793.8
54 months	795.5	-1.7	793.8
57 months	795.5	-1.7	793.8
60 months	795.5	-1.7	793.8
63 months	795.5	-1.7	793.8
66 months	795.5	-1.7	793.8
69 months	795.5	-1.7	793.8
72 months	795.5	-1.7	793.8
75 months	795.5	-1.7	793.8
78 months	795.5	-1.7	793.8
81 months	795.5	-1.7	793.8
84 months	795.5	-1.7	793.8
87 months	795.5	-1.7	793.8
90 months	795.5	-1.7	793.8
93 months	795.5	-1.7	793.8
96 months	795.5	-1.7	793.8
99 months	795.5	-1.7	793.8
102 months	795.5	-1.7	793.8
105 months	795.5	-1.7	793.8
108 months	795.5	-1.7	793.8
111 months	795.5	-1.7	793.8
114 months	795.5	-1.7	793.8
117 months	795.5	-1.7	793.8
120 months	795.5	-1.7	793.8
123 months	795.5	-1.7	793.8
126 months	795.5	-1.7	793.8
129 months	795.5	-1.7	793.8
132 months	795.5	-1.7	793.8
135 months	795.5	-1.7	793.8
138 months	795.5	-1.7	793.8
141 months	795.5	-1.7	793.8
144 months	795.5	-1.7	793.8
147 months	795.5	-1.7	793.8
150 months	795.5	-1.7	793.8
153 months	795.5	-1.7	793.8
156 months	795.5	-1.7	793.8
159 months	795.5	-1.7	793.8
162 months	795.5	-1.7	793.8
165 months	795.5	-1.7	793.8
168 months	795.5	-1.7	793.8
171 months	795.5	-1.7	793.8
174 months	795.5	-1.7	793.8
177 months	795.5	-1.7	793.8
180 months	795.5	-1.7	793.8
183 months	795.5	-1.7	793.8
186 months	795.5	-1.7	793.8
189 months	795.5	-1.7	793.8
192 months	795.5	-1.7	793.8
195 months	795.5	-1.7	793.8
198 months	795.5	-1.7	793.8
201 months	795.5	-1.7	793.8
204 months	795.5	-1.7	793.8
207 months	795.5	-1.7	793.8
210 months	795.5	-1.7	793.8
213 months	795.5	-1.7	793.8
216 months	795.5	-1.7	793.8
219 months	795.5	-1.7	793.8
222 months	795.5	-1.7	793.8
225 months	795.5	-1.7	793.8
228 months	795.5	-1.7	793.8
231 months	795.5	-1.7	793.8
234 months	795.5	-1.7	793.8
237 months	795.5	-1.7	793.8
240 months	795.5	-1.7	793.8
243 months	795.5	-1.7	793.8
246 months	795.5	-1.7	793.8
249 months	795.5	-1.7	793.8
252 months	795.5	-1.7	793.8
255 months	795.5	-1.7	793.8
258 months	795.5	-1.7	793.8
261 months	795.5	-1.7	793.8
264 months	795.5	-1.7	793.8
267 months	795.5	-1.7	793.8
270 months	795.5	-1.7	793.8
273 months	795.5	-1.7	793.8
276 months	795.5	-1.7	793.8
279 months	795.5	-1.7	793.8
282 months	795.5	-1.7	793.8
285 months	795.5	-1.7	793.8
288 months	795.5	-1.7	793.8
291 months	795.5	-1.7	793.8
294 months	795.5	-1.7	793.8
297 months	795.5	-1.7	793.8
300 months	795.5	-1.7	793.8

ZINC	U.S. Cent.	U.S. Cent.	U.S. Cent.
High Grade	498.50	+0.50	499.00
Low Grade	498.50	+0.50	499.00
Standard	498.50	+0.50	499.00
3 months	498.50	+0.50	499.00
6 months	498.50	+0.50	499.00
9 months	498.50	+0.50	499.00
12 months	498.50	+0.50	499.00
15 months	498.50	+0.50	499.00
18 months	498.50	+0.50	499.00
21 months	498.50	+0.50	499.00
24 months	498.50	+0.50	499.00
27 months	498.50	+0.50	499.00
30 months	498.50	+0.50	499.00
33 months	498.50	+0.50	499.00
36 months	498.50	+0.50	499.00
39 months	498.50	+0.50	499.00
42 months	498.50	+0.50	499.00
45 months	498.50	+0.50	499.00
48 months	498.50	+0.50	499.00
51 months	498.50	+0.50	499.00
54 months	498.50	+0.50	499.00
57 months	498.50	+0.50	499.00
60 months	498.50	+0.50	499.00
63 months	498.50	+0.50	499.00
66 months	498.50	+0.50	499.00
69 months	498.50	+0.50	499.00
72 months	498.50	+0.50	499.00
75 months	498.50	+0.50	499.00
78 months	498.50	+0.50	499.00
81 months	498.50	+0.50	499.00
84 months	498.50	+0.50	499.00
87 months	498.50	+0.50	499.00
90 months	498.50	+0.50	499.00
93 months	498.50	+0.50	499.00
96 months	498.50	+0.50	499.00
99 months	498.50	+0.50	499.00
102 months	498.50	+0.50	499.00
105 months	498.50	+0.50	499.00
108 months	498.50	+0.50	499.00
111 months	498.50	+0.50	499.00
114 months	498.50	+0.50	499.00
117 months	498.50	+0.50	499.00
120 months	498.50	+0.50	499.00
123 months	498.50	+0.50	499.00
126 months	498.50	+0.50	499.00
129 months	498.50	+0.50	499.00
132 months	498.50	+0.50	499.00
135 months	498.50	+0.50	499.00
138 months	498.50	+0.50	499.00
141 months	498.50	+0.50	499.00
144 months	498.50	+0.50	499.00
147 months	498.50	+0.50	499.00
150 months	498.50	+0.50	499.00
153 months	498.50	+0.50	499.00
156 months	498.50	+0.50	499.00
159 months	498.50	+0.50	499.00
162 months	498.50	+0.50	499.00
165 months	498.50	+0.50	499.00
168 months	498.50	+0.50	499.00
171 months	498.50	+0.50	499.00
174 months	498.50	+0.50	499.00
177 months	498.50	+0.50	499.00
180 months	498.50	+0.50	499.00
183 months	498.50	+0.50	499.00
186 months	498.50	+0.50	499.00
189 months	498.50	+0.50	499.00
192 months	498.50	+0.50	499.00
195 months	498.50	+0.50	499.00
198 months	498.50	+0.50	499.00
201 months	498.50	+0.50	499.00
204 months	498.50	+0.50	499.00
207 months	498.50	+0.50	499.00
210 months	498.50	+0.50	499.00
213 months	498.50	+0.50	499.00
216 months	498.50	+0.50	499.00
219 months	498.50	+0.50	499.00
222 months	498.50	+0.50	499.00
225 months	498.50	+0.50	499.00
228 months	498.50	+0.50	499.00
231 months	498.50	+0.50	499.00
234 months	498.50	+0.50	499.00
237 months	498.50	+0.50	499.00
240 months	498.50	+0.50	499.00
243 months	498.50	+0.50	499.00
246 months	498.50	+0.50	499.00
249 months	498.50	+0.50	499.00
252 months	498.50	+0.50	499.00
255 months	498.50	+0.50	499.

ملا من المال

RIALS-Continued

Price	Change	High	Low	Open	Close	Volume
100	0.00	100.00	100.00	100.00	100.00	100
101	0.00	101.00	101.00	101.00	101.00	100
102	0.00	102.00	102.00	102.00	102.00	100
103	0.00	103.00	103.00	103.00	103.00	100
104	0.00	104.00	104.00	104.00	104.00	100
105	0.00	105.00	105.00	105.00	105.00	100
106	0.00	106.00	106.00	106.00	106.00	100
107	0.00	107.00	107.00	107.00	107.00	100
108	0.00	108.00	108.00	108.00	108.00	100
109	0.00	109.00	109.00	109.00	109.00	100
110	0.00	110.00	110.00	110.00	110.00	100
111	0.00	111.00	111.00	111.00	111.00	100
112	0.00	112.00	112.00	112.00	112.00	100
113	0.00	113.00	113.00	113.00	113.00	100
114	0.00	114.00	114.00	114.00	114.00	100
115	0.00	115.00	115.00	115.00	115.00	100
116	0.00	116.00	116.00	116.00	116.00	100
117	0.00	117.00	117.00	117.00	117.00	100
118	0.00	118.00	118.00	118.00	118.00	100
119	0.00	119.00	119.00	119.00	119.00	100
120	0.00	120.00	120.00	120.00	120.00	100
121	0.00	121.00	121.00	121.00	121.00	100
122	0.00	122.00	122.00	122.00	122.00	100
123	0.00	123.00	123.00	123.00	123.00	100
124	0.00	124.00	124.00	124.00	124.00	100
125	0.00	125.00	125.00	125.00	125.00	100
126	0.00	126.00	126.00	126.00	126.00	100
127	0.00	127.00	127.00	127.00	127.00	100
128	0.00	128.00	128.00	128.00	128.00	100
129	0.00	129.00	129.00	129.00	129.00	100
130	0.00	130.00	130.00	130.00	130.00	100
131	0.00	131.00	131.00	131.00	131.00	100
132	0.00	132.00	132.00	132.00	132.00	100
133	0.00	133.00	133.00	133.00	133.00	100
134	0.00	134.00	134.00	134.00	134.00	100
135	0.00	135.00	135.00	135.00	135.00	100
136	0.00	136.00	136.00	136.00	136.00	100
137	0.00	137.00	137.00	137.00	137.00	100
138	0.00	138.00	138.00	138.00	138.00	100
139	0.00	139.00	139.00	139.00	139.00	100
140	0.00	140.00	140.00	140.00	140.00	100
141	0.00	141.00	141.00	141.00	141.00	100
142	0.00	142.00	142.00	142.00	142.00	100
143	0.00	143.00	143.00	143.00	143.00	100
144	0.00	144.00	144.00	144.00	144.00	100
145	0.00	145.00	145.00	145.00	145.00	100
146	0.00	146.00	146.00	146.00	146.00	100
147	0.00	147.00	147.00	147.00	147.00	100
148	0.00	148.00	148.00	148.00	148.00	100
149	0.00	149.00	149.00	149.00	149.00	100
150	0.00	150.00	150.00	150.00	150.00	100
151	0.00	151.00	151.00	151.00	151.00	100
152	0.00	152.00	152.00	152.00	152.00	100
153	0.00	153.00	153.00	153.00	153.00	100
154	0.00	154.00	154.00	154.00	154.00	100
155	0.00	155.00	155.00	155.00	155.00	100
156	0.00	156.00	156.00	156.00	156.00	100
157	0.00	157.00	157.00	157.00	157.00	100
158	0.00	158.00	158.00	158.00	158.00	100
159	0.00	159.00	159.00	159.00	159.00	100
160	0.00	160.00	160.00	160.00	160.00	100
161	0.00	161.00	161.00	161.00	161.00	100
162	0.00	162.00	162.00	162.00	162.00	100
163	0.00	163.00	163.00	163.00	163.00	100
164	0.00	164.00	164.00	164.00	164.00	100
165	0.00	165.00	165.00	165.00	165.00	100
166	0.00	166.00	166.00	166.00	166.00	100
167	0.00	167.00	167.00	167.00	167.00	100
168	0.00	168.00	168.00	168.00	168.00	100
169	0.00	169.00	169.00	169.00	169.00	100
170	0.00	170.00	170.00	170.00	170.00	100
171	0.00	171.00	171.00	171.00	171.00	100
172	0.00	172.00	172.00	172.00	172.00	100
173	0.00	173.00	173.00	173.00	173.00	100
174	0.00	174.00	174.00	174.00	174.00	100
175	0.00	175.00	175.00	175.00	175.00	100
176	0.00	176.00	176.00	176.00	176.00	100
177	0.00	177.00	177.00	177.00	177.00	100
178	0.00	178.00	178.00	178.00	178.00	100
179	0.00	179.00	179.00	179.00	179.00	100
180	0.00	180.00	180.00	180.00	180.00	100
181	0.00	181.00	181.00	181.00	181.00	100
182	0.00	182.00	182.00	182.00	182.00	100
183	0.00	183.00	183.00	183.00	183.00	100
184	0.00	184.00	184.00	184.00	184.00	100
185	0.00	185.00	185.00	185.00	185.00	100
186	0.00	186.00	186.00	186.00	186.00	100
187	0.00	187.00	187.00	187.00	187.00	100
188	0.00	188.00	188.00	188.00	188.00	100
189	0.00	189.00	189.00	189.00	189.00	100
190	0.00	190.00	190.00	190.00	190.00	100
191	0.00	191.00	191.00	191.00	191.00	100
192	0.00	192.00	192.00	192.00	192.00	100
193	0.00	193.00	193.00	193.00	193.00	100
194	0.00	194.00	194.00	194.00	194.00	100
195	0.00	195.00	195.00	195.00	195.00	100
196	0.00	196.00	196.00	196.00	196.00	100
197	0.00	197.00	197.00	197.00	197.00	100
198	0.00	198.00	198.00	198.00	198.00	100
199	0.00	199.00	199.00	199.00	199.00	100
200	0.00	200.00	200.00	200.00	200.00	100

INSURANCE

Company	Price	Change	High	Low	Open	Close	Volume
1	100	0.00	100.00	100.00	100.00	100.00	100
2	101	0.00	101.00	101.00	101.00	101.00	100
3	102	0.00	102.00	102.00	102.00	102.00	100
4	103	0.00	103.00	103.00	103.00	103.00	100
5	104	0.00	104.00	104.00	104.00	104.00	100
6	105	0.00	105.00	105.00	105.00	105.00	100
7	106	0.00	106.00	106.00	106.00	106.00	100
8	107	0.00	107.00	107.00	107.00	107.00	100
9	108	0.00	108.00	108.00	108.00	108.00	100
10	109	0.00	109.00	109.00	109.00	109.00	100
11	110	0.00	110.00	110.00	110.00	110.00	100
12	111	0.00	111.00	111.00	111.00	111.00	100
13	112	0.00	112.00	112.00	112.00	112.00	100
14	113	0.00	113.00	113.00	113.00	113.00	100
15	114	0.00	114.00	114.00	114.00	114.00	100
16	115	0.00	115.00	115.00	115.00	115.00	100
17	116	0.00	116.00	116.00	116.00	116.00	100
18	117	0.00	117.00	117.00	117.00	117.00	100
19	118	0.00	118.00	118.00	118.00	118.00	100
20	119	0.00	119.00	119.00	119.00	119.00	100
21	120	0.00	120.00	120.00	120.00	120.00	100
22	121	0.00	121.00	121.00	121.00	121.00	100
23	122	0.00	122.00	122.00	122.00	122.00	100
24	123	0.00	123.00	123.00	123.00	123.00	100
25	124	0.00	124.00	124.00	124.00	124.00	100
26	125	0.00	125.00	125.00	125.00	125.00	100
27	126	0.00	126.00	126.00	126.00	126.00	100
28	127	0.00	127.00	127.00	127.00	127.00	100
29	128	0.00	128.00	128.00	128.00	128.00	100
30	129	0.00	129.00	129.00	129.00	129.00	100
31	130	0.00	130.00	130.00	130.00	130.00	100
32	131	0.00	131.00	131.00	131.00	131.00	100
33	132	0.00	132.00	132.00	132.00	132.00	100
34	133	0.00	133.00	133.00	133.00	133.00	100
35	134	0.00	134.00	134.00	134.00	134.00	100
36	135	0.00	135.00	135.00	135.00	135.00	100
37	136	0.00	136.00	136.00	136.00	136.00	100
38	137	0.00	137.00	137.00	137.00	137.00	100
39	138	0.00	138.00	138.00	138.00	138.00	100
40	139	0.00	139.00	139.00	139.00	139.00	100
41	140	0.00	140.00	140.00	140.00	140.00	100
42	141	0.00	141.00	141.00	141.00	141.00	100
43	142	0.00	142.00	142.00	142.00	142.00	100
44	143	0.00	143.00	143.00	143.00	143.00	100
45	144	0.00	144.00	144.00	144.00	144.00	100
46	145	0.00	145.00	145.00	145.00	145.00	100
47	146	0.00	146.00	146.00	146.00	146.00	100
48	147	0.00	147.00	147.00	147.00	147.00	100
49	148	0.00	148.00	148.00	148.00	148.00	100
50	149	0.00	149.00	149.00	149.00	149.00	100
51	150	0.00	150.00	150.00	150.00	150.00	100
52	151	0.00	151.00	151.00	151.00	151.00	100
53	152	0.00	152.00	152.00	152.00	152.00	100
54	153	0.00	153.00	153.00	153.00	153.00	100
55	154	0.00	154.00	154.00	154.00	154.00	100
56	155	0.00	155.00	155.00	155.00	155.00	100

ZETTERS GROUP LIMITED

Future faced with considerable optimism

The following are extracts from the Annual Report of Zettlers Group Limited for the year ended 31st March 1976 and from the Statement by the Chairman, Mr. Paul Zetter at the Annual General Meeting:

	31st March 1976	31st March 1975
TURNOVER:		
Football:		
Gross stakes received	5,564,558	5,843,744
Less payments to winners and betting tax	3,683,877	3,943,605
Bingo	1,980,681	1,999,139
	1,936,061	1,538,683
	£3,916,742	£3,537,822
TRADING PROFIT	418,222	543,396
Add deposit interest	12,329	27,856
PROFIT BEFORE TAXATION	430,551	571,252
TAXATION	236,296	301,774
PROFIT AFTER TAXATION	194,255	269,478
DIVIDEND 20.81% (1975-18.92%)	59,121	59,121
PROFIT RETAINED	£135,134	£210,357
Earnings per share	3.11p	4.31p

I am very pleased to be able to tell you that the returns following the acquisition of the goodwill of Copes Football Pools have exceeded expectations. Our optimism expressed in the Report and Accounts was clearly well founded and I am sure that the benefits will become apparent during this financial year.

In bingo the summer recession has been reversed and we have successfully opened our two new clubs. This further good news adds to our optimism for the group prospects.



Group results for the half-year ended 25th September 1976

	Half-year to 25.9.76	Half-year to 27.9.75	Year to 27.9.75
Sales	2,308	1,872	4,114
Operating profit	298	128	469
Interest	76	68	143
Profit before taxation	222	196	326
Taxation	118	83	188
Profit after taxation	104	113	170
Dividend	5%	4%	10.725%

On 10th September 1976, the Company's offer to acquire William Utey, Limited was declared unconditional. On 14th September 1976, the acquisition of Wm. E. Rees & Co. Limited was completed. No figures for either of these companies are included above. Their results for the periods between acquisition and 25th March 1977 will be included in the group results for the current year.

During the half year there were extraordinary items of expense, not included in the figures set out above, of £14,600, after taking tax relief thereon into account.

WILLIAM REED AND SONS LIMITED

BIBBY EXTENDS CLYDE PAPER OFFER

The offer on behalf of J. Bibby and Sons for the capital in Clyde Paper Company, have been accepted in respect of 2,908,870 Ordinary stock units, representing 87.93 per cent. of those in issue, and 192,247 Preference shares—60.10 per cent. The offers are to be extended until November 23.

MATHER & PLATT

The cash offers by Wormald, a wholly-owned subsidiary of Wormald International of Australia, to acquire the capital of Mather and Platt have been accepted by holders of over 91

per cent. of the Ordinary and over 52 per cent. of the Preference shares.

Both offers are now unconditional and remain open. Wormald intends to acquire compulsorily any outstanding shares.

ALLIED MANUFG. Allied Manufacturing and Trading Industries announces that its subsidiary, W. D. and H. O. Wills (Australia) has purchased Fred Paul (Bordic Junction) Pty., a company incorporated in N.S.W. and engaged in the retail meat trade.

This acquisition represents less than 5 per cent. of the consolidated assets.

BIDS AND DEALS

Graff Diamonds minority offer

A bid of 25p a share in cash is being launched for the 28 per cent. minority interest in Graff Diamonds, 72 per cent. of whose shares are owned by the chairman, Mr. Laurence Graff, his wife and their private company Sandstar. The offer is being made by Sandstar.

This price is little more than half that at which the shares were floated through an offer for sale by Hambros Bank in 1973. The sale price then was 57p, but the present equivalent is a few pence less (though over 50p) because of certain later scrip issues.

The Graff price has been falling for most of the time since the flotation and last night closed 3p up at 27p after news of the offer, which is recommended by the directors other than Mr. and Mrs. Graff and by Hambros as the company's advisers.

It was also announced yesterday that the company's pre-tax profits in the year to June 30, 1975 were £478,000, compared with £482,000 in the previous year, from sales of £2.7m., against £2.3m.

Explaining the offer, which will make the company again family-owned, the Board said the maximum had been changing emphasis towards dealing in high value jewellery for an increasing international clientele.

In order to compete in this top international jewellery field, it was necessary to carry much higher stocks. "Whilst this policy is acceptable to private shareholders of a close company, it is not necessarily in the immediate interests of the public or institutional shareholders. It is against this background that Mr. Graff has decided to make the offer."

Institutional holders which own 40 per cent. of the minority being bid for have said they intend to accept.

A special interim dividend of 2.31p a share, the maximum allowed under Treasury rules, is to be declared when the offer becomes unconditional and existing holders will be entitled to receive this.

See Lex

CRANE'S SCREW SAYS 'WAIT'

In a letter to shareholders of Crane's Screw (Holdings), the chairman, refers to the various

speculation that a rival bidder could emerge for Loughborough crane manufacturers Herbert Morris said the share price up to 135p at one stage yesterday before it closed 9p higher on the day at 125p. This compares with the 120p per share cash offer from Babcock and Wilcox, which is now subject to an inquiry by the Monopolies Commission.

However, both Babcock and Morris said yesterday that no serious approaches had been made. Clarke Chapman, whose name has featured most frequently in the speculation, stated that they were "not in the market at this stage."

Any bid rival to that of Babcock, which holds 39 per cent. of the Morris equity, would automatically be referred to the Monopolies Commission.

The Monopolies Commission has been asked to report within the relatively short period of three months. It is understood

announcements concerning offers for the company made during the past two weeks and advises holders to take no action at this stage.

He will write to holders again following the receipt of the formal document in respect of the offer from Armstrong Equipment.

ELECTRA HOUSE TRUST MERGER

A merger has been agreed in principle by two investment trusts in the Electra House group, Telephone and General Trust and Temple Bar Investment Trust.

The two trusts' collective assets are approximately £25m., according to recent estimates and the current market price discounts are both in the region of 40 per cent. The scheme of arrangement will be based on the accounts at December 31, 1976, and full details will be sent to shareholders as soon as possible after that date.

In order to facilitate the merger, Telephone and General has disposed of its entire holdings of £432,575 Temple Bar ordinary stock (30.28 per cent.) and its holding of £13,080 of that company's 8 per cent. preference shares (34.07 per cent.). These holdings have been placed with institutional and other investors.

In addition Temple Bar has disposed of its 250,000 Telephone Trust 7 per cent. Preference stock, thus eliminating all cross holdings between the two companies.

Statement, Page 33

CENTURY OILS

The chairman of Century Oils, Mr. C. H. Mitchell, has written to shareholders reiterating the Board's view that the recent offer from British Petroleum is unacceptable and that no further action should be taken. More detailed reasons for the Board's rejection of the offer—50p cash for each Preference share—will be sent out later.

BARROW HEPBURN FRENCH TALKS

Talks are taking place which may lead to Barrow Hepburn French subsidiary Le Tanneur-Tannerie due Bugey taking a holding in Société Nouvelle D'Exploitation Des Tanneurs Françaises Réunies.

See Lex

Speculation pushes up Herbert Morris price

Speculation that a rival bidder could emerge for Loughborough crane manufacturers Herbert Morris said the share price up to 135p at one stage yesterday before it closed 9p higher on the day at 125p. This compares with the 120p per share cash offer from Babcock and Wilcox, which is now subject to an inquiry by the Monopolies Commission.

However, both Babcock and Morris said yesterday that no serious approaches had been made. Clarke Chapman, whose name has featured most frequently in the speculation, stated that they were "not in the market at this stage."

Any bid rival to that of Babcock, which holds 39 per cent. of the Morris equity, would automatically be referred to the Monopolies Commission.

The Monopolies Commission has been asked to report within the relatively short period of three months. It is understood

WOOD BASTOW

Wood Bastow has reached the final stages of negotiations for the acquisition of Andrew Baron, a private company which manufactures ladies' coats, skirts, slacks and childrenswear, and whose production is almost entirely to Marks and Spencer. No details of the purchase price are being released at present.

Andrew Baron, who has an annual turnover of £2m., employs 300 people. The attraction of the group to Wood Bastow is the extra capacity provided by the acquisition and the Mark and Spencer connection. It is intended to expand the operations once the bid has been finalised.

HAMPTON AREAS DOES BETTER

The U.K.-registered Hampton Areas, which derives the bulk of its revenue from Western Mining's nickel operation in Western Australia, reports a dramatic recovery in attributable earnings for the six months to September this year to £132,000 against £3,000 for the same period in 1975.

The main reasons for the recovery in earnings were the 27.7 per cent. increase in recovery payments from Western Mining to \$4,494,483 (from \$3,467,687 for the corresponding period last year) coupled with an exchange gain resulting from the depreciation of sterling against the Australian dollar and a £34,000 profit on the sale of investments. Hampton Areas rose 5 to 80p yesterday.

WANKIE HAS TO EXPORT MORE

In his annual review of the Anglo American Corporation Colliery, Sir Keith Armit emphasises the importance of expanding the coal producer's export business. More than half the increased trading profit of £13.36m. (£3.3m.) for the last year to August 31 came from export sales which are particularly dependent on the availability of railway trucks.

MINING NEWS

Federal ban at Fraser Island

BY KENNETH MARSTON, MINING EDITOR

THE AUSTRALIAN Government has decided to ban sand-mining in the three months to the end of September at Fraser Island, off the south Queensland coast, in line with the recommendation of the environmental inquiry which was reported here last month. Our Canberra correspondent says that the Government will refuse export licences for any minerals mined on the island after December 31, apart from one small area.

The Queensland Premier, Mr. Johannes Bjelle-Petersen, has described the Federal Government's decision as being an irresponsible appeasement of Sydney and Melbourne conservationists. Mr. Paul Phillips, executive director of the Australian Mining Industry Council, has said that the decision will damage Australia's reputation as a stable supplier of minerals.

He has pointed out that mining companies which had negotiated export contracts in good faith and with Government approval were to be cut off in mid-stream. The Government announcement has contained no reference to the mining companies and the matter is thought likely to become one for protracted negotiation or litigation.

It will not have gone unobserved that Fraser Island mineral sand mining operations bring only a limited financial benefit to Australia. After their previous boom, markets for the minerals have weakened and, as reported here yesterday, Australia is to continue her export control arrangements for iron ore in 1977 and is reducing the minimum permitted export prices for the material.

Secondly, the two companies affected are overseas-controlled. DM Minerals, which has spent \$10m. (£7.5m.) on its project, is controlled by the U.S. Dillingham Corporation in partnership with Australian interests, while the other operator, Queensland Titanium, is jointly-owned by America's Titanium Alloy Manufacturing and Titanium Metals Corporation.

See Lex

Freeport moves into uranium

THE AMERICAN group, Freeport Minerals, is planning to enter international uranium markets in the second half of 1978 with an annual capacity of 600,000 lb. of uranium oxide. Final design and engineering work is being completed on a \$32m. (£19.5m.) project to extract the material as a by-product of phosphoric acid production at the Ucla San mine in Louisiana.

The plans are disclosed in the group's third quarter report to

See Lex

Swiss banker sees a steady gold rise

THE SENIOR vice-president of Swiss Bank Corporation, Mr. Herbert Kaufmann, said in Johannesburg yesterday that the gold price is now in a consolidation period which might last until the end of the year. He said that the price would start to rise slowly after the end of the year, but that the interest of hoarders and investors would tend to keep the price steady.

In London, the bullion price advanced 55s to 518½ per ounce, its highest for 10 months. Our Johannesburg correspondent reports that Mr. Kaufmann said indications were that world gold production would be as high as 1,200 tons closely matching available supplies from new production and sales by IMF.

Discussing the arrangements made to reduce the monetary role of gold at recent international conferences, Mr. Kaufmann said that in his view they would achieve exactly the opposite objective — they would enhance it. He suggested that gold would play a meaningful role in a world that would never believe the metal could be altogether banished from monetary arrangements.

NEW JAPAN DEAL FOR HAMERSLEY

The West Australian iron ore producer, Hamersley, which is part of the Rio Tinto-Zinc group, has concluded another agreement with Japanese steel interests which will increase its revenue from 1978 onwards. In September Hamersley agreed to sell an extra 5m. tons of iron ore to Japan from 1979 and boost its capacity to 46m. tons of saleable ore a year.

The new contract is independent of this extension and covers sales to Kobe Steel alone. From 1978 to 1980, Hamersley will provide Kobe with 1.45m. tons of high grade ore a year. An existing contract to supply a slightly larger amount of low grade ore runs out in 1978.

The extension of the relationship adjusted to cover the conversion to high grade ore, guaranteed Hamersley a greater U.S. dollar income. Iron ore contracts are denominated in U.S. rather than Australian dollars.

The Kobe contract, coupled with the September Hamersley announcement, puts the company's position as a prime iron ore supplier to the Japanese steel industry at a time when the Japanese have been particularly anxious about entering into new commitments with the Australian industry. Hamersley were unchanged at 22½ yesterday, while RTZ hardened 1p to 133p.

MINING BRIEFS

GEORGE TUN-OCTOBER: 9,677 tonnes of iron ore produced at Black Hill (65 per cent. S.G.) including 1,000 tonnes of concentrates (September '76 tonnes).

KENT (FMS)—TIN: Output for October: 9 tonnes (September 23 tonnes).

ASSOCIATED MINERALS CONSOLIDATED—PRODUCTION: Statistics for the 13 weeks ended September 25, 1976 (figures in tonnes): rutile 28,345 (previous quarter 25,151); ilmenite 10,171 (previous quarter 9,171); zircon 1,257 (previous quarter 1,257); monazite 100 (previous quarter 100). Working profit: \$20,525 (£13,290). Capital expenditure: \$21,511 (£13,414).

SISICH-JANTAR (NIGERIA): September: Tin output, 31.10 tonnes. Cumulative, 2,332 tonnes. Nine months to date 235.59 tonnes and 36,222 ounces. Same period last year 41.12 and 362.13 tonnes.

EX-LAUREN NIGERIA—OCTOBER: Tin output, 31.10 tonnes (40 tonnes). SAINT PIERRE—Production of an concentrate for October: U.K. tonnes (previous quarter 2,173 tonnes). U.S. tonnes (previous quarter 2,173 tonnes). Working profit: \$20,525 (£13,290). Capital expenditure: \$21,511 (£13,414).

RISON WORKS: Tin output, 31.10 tonnes. Cumulative, 2,332 tonnes. Nine months to date 235.59 tonnes and 36,222 ounces. Same period last year 41.12 and 362.13 tonnes.

RECENT ISSUES

EQUITIES

Year	1976	1975		1974		1973	1972	1971	1970	1969	1968	1967	1966	1965	1964	1963	1962	1961	1960	1959	1958	1957	1956	1955	1954	1953	1952	1951	1950	1949	1948	1947	1946	1945	1944	1943	1942	1941	1940	1939	1938	1937	1936	1935	1934	1933	1932	1931	1930	1929	1928	1927	1926	1925	1924	1923	1922	1921	1920	1919	1918	1917	1916	1915	1914	1913	1912	1911	1910	1909	1908	1907	1906	1905	1904	1903	1902	1901	1900	1899	1898	1897	1896	1895	1894	1893	1892	1891	1890	1889	1888	1887	1886	1885	1884	1883	1882	1881	1880	1879	1878	1877	1876	1875	1874	1873	1872	1871	1870	1869	1868	1867	1866	1865	1864	1863	1862	1861	1860	1859	1858	1857	1856	1855	1854	1853	1852	1851	1850	1849	1848	1847	1846	1845	1844	1843	1842	1841	1840	1839	1838	1837	1836	1835	1834	1833	1832	1831	1830	1829	1828	1827	1826	1825	1824	1823	1822	1821	1820	1819	1818	1817	1816	1815	1814	1813	1812	1811	1810	1809	1808	1807	1806	1805	1804	1803	1802	1801	1800	1799	1798	1797	1796	1795	1794	1793	1792	1791	1790	1789	1788	1787	1786	1785	1784	1783	1782	1781	1780	1779	1778	1777	1776	1775	1774	1773	1772	1771	1770	1769	1768	1767	1766	1765	1764	1763	1762	1761	1760	1759	1758	1757	1756	1755	1754	1753	1752	1751	1750	1749	1748	1747	1746	1745	1744	1743	1742	1741	1740	1739	1738	1737	1736	1735	1734	1733	1732	1731	1730	1729	1728	1727	1726	1725	1724	1723	1722	1721	1720	1719	1718	1717	1716	1715	1714	1713	1712	1711	1710	1709	1708	1707	1706	1705	1704	1703	1702	1701	1700	1699	1698	1697	1696	1695	1694	1693	1692	1691	1690	1689	1688	1687	1686	1685	1684	1683	1682	1681	1680	1679	1678	1677	1676	1675	1674	1673	1672	1671	1670	1669	1668	1667	1666	1665	1664	1663	1662	1661	1660	1659	1658	1657	1656	1655	1654	1653	1652	1651	1650	1649	1648	1647	1646	1645	1644	1643	1642	1641	1640	1639	1638	1637	1636	1635	1634	1633	1632	1631	1630	1629	1628	1627	1626	1625	1624	1623	1622	1621	1620	1619	1618	1617	1616	1615	1614	1613	1612	1611	1610	1609	1608	1607	1606	1605	1604	1603	1602	1601	1600	1599	1598	1597	1596	1595	1594	1593	1592	1591	1590	1589	1588	1587	1586	1585	1584	1583	1582	1581	1580	1579	1578	1577	1576	1575	1574	1573	1572	1571	1570	1569	1568	1567	1566	1565	1564	1563	1562	1561	1560	1559	1558	1557	1556	1555	1554	1553	1552	1551	1550	1549	1548	1547	1546	1545	1544	1543	1542	1541	1540	1539	1538	1537	1536	1535	1534	1533	1532	1531	1530	1529	1528	1527	1526	1525	1524	1523	1522	1521	1520	1519	1518	1517	1516	1515	1514	1513	1512	1511	1510	1509	1508	1507	1506	1505	1504	1503	1502	1501	1500	1499	1498	1497	1496	1495	1494	1493	1492	1491	1490	1489	1488	1487	1486	1485	1484	1483	1482	1481	1480	1479	1478	1477	1476	1475	1474	1473	1472	1471	1470	1469	1468	1467	1466	1465	1464	1463	1462	1461	1460	1459	1458	1457	1456	1455	1454	1453	1452	1451	1450	1449	1448	1447	1446	1445	1444	1443	1442	1441	1440	1439	1438	1437	1436	1435	1434	1433	1432	1431	1430	1429	1428	1427	1426	1425	1424	1423	1422	1421	1420	1419	1418	1417	1416	1415	1414	1413	1412	1411	1410	1409	1408	1407	1406	1405	1404	1403	1402	1401	1400	1399	1398	1397	1396	1395	1394	1393	1392	1391	1390	1389	1388	1387	1386	1385	1384	1383	1382	1381	1380	1379	1378	1377	1376	1375	1374	1373	1372	1371	1370	1369	1368	1367	1366	1365	1364	1363	1362	1361	1360	1359	1358	1357	1356	1355	1354	1353	1352	1351	1350	1349	1348	1347	1346	1345	1344	1343	1342	1341	1340	1339	1338	1337	1336	1335	1334	1333	1332	1331	1330	1329	1328	1327	1326	1325	1324	1323	1322	1321	1320	1319	1318	1317	1316	1315	1314	1313	1312	1311	1310	1309	1308	1307	1306	1305	1304	1303	1302	1301	1300	1299	1298	1297	1296	1295	1294	1293	1292	1291	1290	1289	1288	1287	1286	1285	1284	1283	1282	1281	1280	1279	1278	1277	1276	1275	1274	1273	1272	1271	1270	1269	1268	1267	1266	1265	1264	1263	1262	1261	1260	1259	1258	1257	1256	1255	1254	1253	1252	1251	1250	1249	1248	1247	1246	1245	1244	1243	1242	1241	1240	1239	1238	1237	1236	1235	1234	1233	1232	1231	1230	1229	1228	1227	1226	1225	1224	1223	1222	1221	1220	1219	1218	1217	1216	1215	1214	1213	1212	1211	1210	1209	1208	1207	1206	1205	1204	1203	1202	1201	1200	1199	1198	1197	1196	1195	1194	1193	1192	1191	1190	1189	1188	1187	1186	1185	1184	1183	1182	1181	1180	1179	1178	1177	1176	1175	1174	1173	1172	1171	1170	1169	1168	1167	1166	1165	1164	1163	1162	1161	1160	1159	1158	1157	1156	1155	1154	1153	1152	1151	1150	1149	1148	1147	1146	1145	1144	1143	1142	1141	1140	1139	1138	1137	1136	1135	1134	1133	1132	1131	1130	1129	1128	1127	1126	1125	1124	1123	1122	1121	1120	1119	1118	1117	1116	1115	1114	1113	1112	1111	1110	1109	1108	1107	1106	1105	1104	1103	1102	1101	1100	1099	1098	1097	1096	1095	1094	1093	1092	1091	1090	1089	1088	1087	1086	1085	1084	1083	1082	1081	1080	1079	1078	1077	1076	1075	1074	1073	1072	1071	1070	1069	1068	1067	1066	1065	1064	1063	1062	1061	1060	1059	1058	1057	1056	1055	1054	1053	1052	1051	1050	1049	1048	1047	1046	1045	1044	1043	1042	1041	1040	1039	1038	1037	1036	1035	1034	1033	1032	1031	1030	1029	1028	1027	1026	1025	1024	1023	1022	1021	1020	1019	1018	1017	1016	1015	1014	1013	1012	1011	1010	1009	1008	1007	1006	1005	1004	1003	1002	1001	1000	999	998	997	996	995	994	993	992	991	990	989	988	987	986	985	984	983	982	981	980	979	978	977	976	975	974	973	972	971	970	969	968	967	966	965	964	963	962	961	960	959	958	957	956	955	954	953	952	951	950	949	948	947	946	945	944	943	942	941</
------	------	------	--	------	--	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-------